

BBC Kennedy Broadcast Is Hot Item

NEW YORK—The record and radio industries were caught up in a hot controversy last week over the propriety of recording and broadcasting the song "In the Summer of His Years," the John F. Kennedy tribute which was first sung on the BBC program, "That Was the Week That Was," NBC rebroadcast the BBC program.

At press time, some seven single recordings of the had been issued, and more were scheduled. In addition, Decca Records acquired the rights to release the sound track of the BBC show—originally broadcast on November 25—and rushed out the album (see separate story). Millicent Martin, the EMI artist who sang the song on the BBC show and whose performance is included in the Decca album, was also represented on a single released here by ABC-Paramount. Other singles as of press time were Kate Smith on RCA Victor, Connie

Francis on MGM, Mahalia Jackson on Columbia, Tony Arden on Decca, Hettie London on Palanca.

Despite the fact that some of the royalties accruing from the song are to be given to charities or various causes, some stations refused to expose the disks. However, the diskies involved felt in the main that their records were in good taste and indications were that they would not be withdrawn. Several of the labels involved said that they had already received considerable action on the disks as a result of air play out-of-town stations.

"Blatant," Says Paulsen

In New York, Varner Paulsen, program director of WNCN, said, "The record is a blatant attempt to commercialize on a national tragedy. The song as sung in the BBC-TV show of 'This Was the Week That Was' was a heart-rending and sincere performance. Taken

out of the context of the show it becomes something completely different."

Mark Olds, general manager of WINS, stated: "The song was part of an almost contemporaneous serious program tribute to the late President of the United States with no thought of commercialization of material. Station policy forbids capitalizing commercially on such a tragic event."

Ruth Meyer, WMCA program director, said: "WMCA does not believe in banning records. We played the original version from the BBC-TV program the day it was released. We felt it was of interest to our audience. It isn't any more . . . so we stopped playing it."

British Product

Meanwhile, an astute observer noted the curious (Continued on page 3)

DECEMBER 14, 1963 • SIXTY-NINTH YEAR • 50 CENTS



The International Music-Record Newsweekly

Radio-TV Programming • Photo-Tape Merchandising • Coin Machine Operating

WESLEY ROSE IN LONDON

He Finds British Disk Industry In Better Shape Than Ours

By CHRIS HUTCHINS

LONDON — Soft-speaking Wesley Rose pulled no punches in comparing American and British recording industries. In an interview he said: "The recording industry in Britain is far more efficient and organized than it is in our country. 'In America the trouble lies

in price cutting—discounts, discounts and more discounts—until product is finally being sold at less than it cost to manufacture. There is none of that here in Britain."

Rose quoted Dave Kapp (of Kapp Records) as having said recently "We are going through an era of profitless prosperity." Endorsing Kapp's words Rose warned: "It could happen in Britain and will happen unless the leaders of the industry continue to protect the entire industry without selfishly thinking of their product alone."

Insidious Trend
"These discounts are a dangerous, snow-balling business. One company gives away so many records with every thousand and one of its competitors starts giving away so many more until the whole product becomes valueless to the manufacturer. It is refreshing to see a recording industry as I have seen it here," Rose said.

"In our country an artist may have a hit and decide to start his own label knowing nothing about the business. Where we probably once had six companies we now have something like 1,000—about 20 of which contribute towards the benefit of the industry."

Rose's visit in London to finalize the British release plans for his Hickory label with Pye managing director Louis Benjamin Hickory will make its first appearance here in January and the disk chiefs are planning a luncheon party with several of the label's artists present.

In his suite at Claridge's, pipe-smoking Rose talked about his promotion plans for country and western music here.

"People have said to me c.d.w. is not commercial in Britain but nothing is commercial until it is exploited. I don't believe that any of the record firms have tried to push it. Through our publishing com-

Continued on page 8

Diskeries Book Tak With AFM

By JACK MAHER

NEW YORK — The Record Industry Association of America (RIAA) has asked all record manufacturers to contract negotiations with the American Federation of Musicians (AFM) this Wednesday (11).

The current union contract with recording companies runs

out December 31 and the meeting called for between RIAA and AFM is the first in what looks like a series of talks which will determine wage scales and working conditions for musicians playing dates for major and independent labels.

The RIAA letter also called for meeting of label executives following talks with the AFM. This board of strategy meeting is planned for the Empire Room of the Hotel Warwick immediately following the union negotiations. This meet will be an impromptu session in which manufacturers will discuss the new union demands.

It is believed that among the leading items on the union demand agenda are substantial per session raises for musicians participating in recording. This is for the standard record date which now runs two hours and 45 minutes. It is also reported that the union will demand that the standard recording session time be lowered from two hours and 45 minutes to two hours and 30 minutes.

Also on the planning boards the AFM may propose that a change in the distribution of monies derived from the Trust Fund; namely, that a larger percent-

age of these royalties be allocated to AFM members, who actually participate in the recording dates. Some segments of the union for years have wanted such a change in the distribution.

Blaine Flicks Are on Way

HOLLYWOOD—Conat Distributors is expanding into film production. Jerry Blaine, head of the national district chain, announces the formation of Conat Film Productions following a merger with Maurice Duke Productions.

Filmery hopes to produce TV and theatrical properties and will be headed by Duke. First feature sketched is "The Day It Was Night" recording session saga to be filmed in Germany next year as a co-production with Sam Wayneberg of Berlin. Also on the planning boards are a bio of "Russ Columbo," and the stories "Banquet for a Failure," "Lucky Pierre" and "Merriest Widows."

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an inspired performance

TONI ARDE SINGS "IN THE SUMMER OF HIS YEARS"

FROM THE BBC TELECAST TRIBUTE TO JOHN F. KENNEDY

DECCA 31576

See Page 27

Kate Smith sings for all America
"IN THE SUMMER OF HIS YEARS"

WRITTEN FOR THE B.B.C.—TV TRIBUTE TO THE LATE PRESIDENT JOHN F. KENNEDY

C/W

"GOD BLESS AMERICA"

8285

KATE SMITH



RCA VICTOR

The most trusted name in sound



BBC Kennedy Broadcast Is Hot Item

Continued from page 1

fact that the controversy was not an outgrowth of Tin Pan Alley activity. Two Britishers wrote the song as part of the BBC tribute. Herbert Kretzmer wrote the words and David Lee the music. Lou Levy, president of Leeds Music, happened to be in a recording apartment when the program was performed over the BBC.

He felt the song was a great piece of material and he acquired the copyright. Several artists, according to Levy—among them Connie Francis, queried the BBC to ascertain the publisher—and in this way the initial discs were cut. Levy notes he made no effort to promote the song—he merely urged that artists bear in mind the quality of the material and exercise care in their choice of material for the flip side. Even if the publisher wished to stop the flood of records, this was impossible owing to the compulsory or automatic licensing provision of the Copyright Act.

Publisher Lou Levy and singer Connie Francis will receive their royalties to the family of Patrolman J. D. Tippit, who was shot in the Dallas tragedy, and to worthy causes. ABC-Paramount will donate a portion of the royalties to charities, and possibly others will take similar action.

Levy stated in part: "No one has ever been able

to explain the creative process. Whatever magic is involved... touched two young songwriters in London... when the news about President Kennedy came to them over the air it was part of the BBC's tribute...."

"But songs are not made just to be sung and heard; they are created to be sung again and again. And so many fine artists have recorded this song: Connie Francis, Mahalia Jackson, Toni Arden, Kate Smith, Billie Holiday. Translations are being made in many languages; it is a song to be heard 'round the world.... It will be a part of every remembrance... royalties are being donated by many of those involved.... Our part in making this song is small, but we feel well rewarded."

As the week closed, discussion reached a high point, centering around the theme of what was the proper role of the music-recording industry and the radio industry—with regard to "event songs," in this specific instance a song dealing with one of the most tragic events in the nation's history.

Chicago View

CHICAGO—"In the Summer of His Years," taken from the BBC—televised tribute to the late President Kennedy on the program "That Was the Week That

Was," will have a tough time getting air play here, a check by Billboard indicated last week.

Though many local stations still haven't had time to review the numerous versions of the tune, those that did turned thumbs down.

At WIND, Westinghouse Group W station, Guy Harris termed the disk "lousy and maudlin." He said it was "hard to get specific... we reject a lot of records each week, this is one of them."

Gene Taylor, at WLS, the ABC powerhouse, said he had only heard the Connie Francis version and that he just "wouldn't touch it."

At WGN, Bob Bradford said he hadn't heard the record and would have to listen before making up his mind. He said the original was "beautifully done," but felt the record might be "out of context" on a commercial radio program.

Floyd Brown at WYNN, the big McLendon Corporation rock, said he thought it in "poor taste to capitalize on such a tragic situation."

At WBBM, the CBS outlet, Len Schlosser said the record was "hardly newsworthy as yet. At WGN, the city's biggest r.&b. outlet, Lloyd Webb said the station had not made up its mind yet, though he did feel it was a good tune.

Report on Disk Scene Draws Malamud Fire

PHILADELPHIA — Jules Malamud, executive director of the National Association of Record Merchandisers, Inc., has taken exception to certain statements with respect to the record industry, which recently appeared in a syndicated story from United Press International.

The story was the result of an editorial article dealing with problems in the record business, which appeared in the October issue of *Bravo* magazine, by Richard Schickel. In the UPI

article the statement was made that "shortly the Federal Trade Commission will sponsor a record industry Trade Practice Conference in an attempt to eliminate some of the problems within the various levels of the industry."

Malamud objected first to a statement saying that "record makers are asked for the FTC conference, and called this 'untrue.' (Editor's note: Some manufacturers associate members of ARMA, but not manufacturers trade group supports the concept through wires and letters sent to congressmen and government agency sources.)"

Malamud also called "harmful" a comment in the UPI story to the effect that illegalities in the records are attributable to "sheer ignorance" on the part of industry members. A statement in the article that "records are shipped and sold almost entirely on consignment" was also questioned by Malamud.

A reference in the article that the record business has attracted "hoodlum attention through gang interests in juke box locations" was also attacked. A final issue was posed at the statement that the industry has 8,000 retail outlets. "NARM members alone serve over 25,000 record

Decca Grabs Rights to BBC Kennedy Disk

NEW YORK—Decca Records has acquired the rights to re-release the BBC tribute to the late President John F. Kennedy on the TV show "That Was the Week That Was" in the United States.

The show sound track, which has been edited by Decca, was originally broadcast over BBC November 23. It was shown three times in the States by NBC, November 24. Negotiations for the track were begun between Milt Gabler of Decca and Peter Green, BBC sales rep. Gabler also worked with John Grove, attorney for the British network, and producer Peter Sherrin. Royalties for the show, which Decca reports as being substantially higher than usual, will be donated by BBC to charity.

outlets," Malamud stated.

Malamud concluded that every attempt should be made within the industry to help dispel the public's image that the "record business is dominated by hoodlums and gang interests, ignorant businessmen and fly-by-night consignment operators."

The Pack & Wrap Make Boston Rack Healthy, Wealthy & Wise

BOSTON—How does a rack jobber make it big in the record business, to the tune of \$12 million annual gross sales? Cecil Steen, 39-year-old Bostonian and a 16-year veteran of the record industry who started his Recordwagon rack-jobbing firm only three years ago, offers several answers.

Recordwagon, which has grown at an annual rate approximately 50 per cent since its 1960 start, relies heavily on packaging and the wrapping of every album in a skin-wrapped pillow-proof film. In Recordwagon's case, Cryovac Y film, a product of W. R. Grace's Cryovac Co., is used.

According to Steen, "We spend \$190 a day for Cryovac and the cost is well worth it.

First of all, it fits the cover so tightly it gives the appearance of a lamination, giving a really crystal-clear, clean, shiny jacket. It also makes impossible the swapping of records back and forth between customers."

Steen also believes firmly in stocking catalog in depth. "We don't accept the cherry-picking concept. For example, we carry the entire Decca catalog. We also have in stock right now, at least seven of the various albums made by Ken Griffin. In this way, we're in a position to do a big special order business. In fact, we handle 500 to 600 special orders a day. All this adds up to Steen's own belief that the rack jobber should be a record man."

And Steen is. He started his disk career in 1947 with Colum-

DOUBLE NO. 1 SCORED BY THE SINGING NUN

CHICAGO—The Singing Nun has done what no other recording artist ever did before—have an album and a single from the album hit the No. 1 spot on Billboard's charts simultaneously.

In fact it's only the second time in history that an album and single (from the album) have been in the No. 1 spot at all. The records were "Little Sister Wonder, the 12 Year Old Genius," and his single, "Fingertips, Part II."

Both spent several weeks in the No. 1 spot last spring, but the Little Sister Wonder disks did not hit simultaneously, as did the Singing Nun.

The Nun's two disks have easily established themselves as the year's leading sellers. The LP has moved some 670,000 copies to date, the single close to 700,000, according to sales figures released last week by Lou Simon, Philips sales chief.

Although the Nun's LP is trailing the meteoric and unprecedented rise of last year's "First Family," it nevertheless is a more welcome sight as far as the record industry is concerned.

For one thing, it is not being as mercilessly discounted as was the "First Family." For another, it is pulling people into record stores in a buying mood.

One big Chicago dealer said, "The Singing Nun buyer—often as not—ends up with something in addition. Last year's 'First Family' buyer was only interested in one thing—'The First Family,' and that only at a price."

Both the Singing Nun's single and LP have now spent six weeks on Billboard's charts. According to sales projections by Simon, sales of both are expected to continue right up and through the holidays. As a matter of fact, Simon is predicting that the album will be a million-seller by the first quarter of 1964.

After a hull in sales following the assassination of President John F. Kennedy and Thanksgiving, Simon said sales immediately began climbing.

In New York Philips has moved 65,000 LP's and 65,000 singles; Boston, 66,000 LP's and 65,000 singles; Philadelphia, 40,000 LP's and 55,000 singles; Chicago, 65,000 LP's and 65,000 singles, and Los Angeles, 47,000 LP's and 35,000 singles.

Two Casters, Film Tracks In Victor Set

NEW YORK—RCA Victor's 12-album "release" of this month spotlights two original cast Broadway show albums and the sound tracks or musical scores from three new Hollywood films.

Featured Broadway shows are David Merrick's "110 in the Shade" and "Jennie," starring Mary Martin. Elvis Presley's latest motion picture, "Fun in Acapulco," "Charade," composed and conducted by Henry Mancini, and the Otto Preminger production of "The Cardinal," are also offerings from the motion picture world.

Presley's latest hit, "Bossa Nova Baby," is the highlight of "Shan in Acapulco" release. Other releases are by Bobby Bare, the Joe Daley Trio, the Womenfolk and the Villagers. Joe and Alfredo Jimenez. In addition there are three sets featuring collections of hits.

Capitol Has New Beatles Bashes

HOLLYWOOD—Capitol has completed negotiations with EMI for exclusive distribution of U.K. recordings by the Beatles, internationally known British rock and roll group.

Group is coming to the U. S. for TV appearances in 1964 and Capitol will release the single, "I Want to Hold Your Hand" in mid-January. This single was originally released in England on November 29 and has over one million pre-release orders, the diskery claims.

(Continued on page 40)

See Sustained Success For Pop Acts on Road

By REN GREVATT

NEW YORK — Big touring pop record set shows appear to be in for a sustained period of success, according to all current indications. At the time of peak interest in rock and roll in the late 1950's, such packages as Irvin Field's "Biggest Show of Stars," put out by the Super Attractions combine, were terrific grossers.

Later, as the character of the pop scene began to undergo certain refinements, the pop tour business seemed to suffer. The grosses dwindled as too many acts left their hand at hooking the shows, thus overcrowding the field, with poor promotion being most of them. The payola industry at various governmental levels also played its role in depolarizing the rock type package at the time.

Now, however, three big touring troupes have just completed or are about to complete lengthy sessions on the road and in all cases, bigger follow-up plans are in the making for next year, and in at least one case, the troupe will undertake a similar type of tour throughout Continental Europe.

Captain Clark
Desley Dick Clark has been at the helm of two highly successful tours this fall under the banner "Caravan of Stars," a joint project of Capitol and the William Morris Office music department, which is headed up by Rosalind Ross.

The current 33-day Clark tour embarked early in November and concluded Sunday night (8) in Norfolk. The Clark package grossed over \$500,000 in its first five dates on the most recent swing and featured Bobby Vee, Brian Hyland, Jimmy Clanton, Linda Scott, the Beach Boys, the Jaynettes, the Ronettes, Little Eva, the Dixie Belles, Dale and Grace, Joe Perkins, Donald Jensen and the others, the Dovells, Paul and Paula, the Tymes and Jeff Condon.

Clark took a similar entourage last July and on that date the package grossed nearly \$500,000. Plans have already been set in motion for a third Clark package tour to hit the road for a month starting next March 28 for the Easter season.

Feld himself remains a kingpin in the pop tour business as he was some years back, having just closed one of his most successful, big-money tours of the "Biggest Show of Stars," fall edition, has just closed a 28-day run playing big auditoriums major-league markets featuring James Brown and the Famous Flames as the headliner. The all-Negro package, which included acts as Marvin Gaye, Martha and the Vandellas, Doris Troy and the Drifters, among others, played major showcases like the Municipal Auditorium, Norfolk, the Mosque Theater, Richmond, the Kiel Opera House in St. Louis



BILLBOARD MUSIC EDITOR PAUL ACKERMAN presents award to Philips' Herb Ross for the Singing Nun's unprecedented double-header. The disk made top spot on the album and the Hot 100 chart simultaneously.

and the Sam Houston Coliseum, Houston. The show did "very well," according to Feld.

At the New Civic Center, a 13,000 seater in Baltimore, the show sold out at a ticket price of \$1.75 to \$3.75, with, in Feld's words, "several thousand turned away." Feld has already blue-printed a spring edition to hit the road for the Easter season next April and May for 45 days. Again headlining the indomitable James Brown and the Famous Flames, Brown's "James Brown Show" album on King has been a best-seller on the album charts for a number of months.

Motown Rolling
Meanwhile, Motown - Tamla Records in Detroit, has just closed a highly lucrative tour for its Motortown Revue, headlined a flock of stars on the two labels. The six-week tour played to capacity houses on close to half its dates. According to Esther Edwards of Motown, the tour concluded November 16 and 17 at the Fox Theater, Detroit, with standing room only audiences for eight shows over the two days. The total \$42,000 gross represented the largest box office gross for two days in the past five years for the theater.

The package featured the Miracles, Mary Wells, the Marvelettes, Kim Weston, the Contours, the Temptations, and on some dates, Little Stevie Wonder and Martha and the Vandellas in addition to Choker Campbell and his band. "We plan to send a tour out at least once a year," Miss Edwards said.

In addition, the diskery will send out a similar package of its own acts to Europe next spring, probably during April and May.

Jocks Tours Score
Meanwhile, in recent months, Murray (The K) Kaufman, leading WINS agency in New York, George Holdom Dogg, Lorenz and WRL's Rocky Lee, have all held successful in-person clambakes in the New York metropolitan area featuring pop

disk acts. On another front, San Francisco jocks Tom Donahue and Bob Mitchell, both from KVA, staged successful rock shows at the Cow Palace there. Next big in-person show here will be again staged by Kaufman when he puts on his annual Brooklyn Fox Christmas outing, with another raft of top acts.

Connie Sets World Tour for April '64

NEW YORK — Connie Francis will undertake an around-the-world tour next spring which will feature a series of one-hour TV shows in each of 11 countries. Each show will be different and in each case the singer will perform material in various languages, including that of the country in which she is performing.

The tour will commence in Japan the latter part of April and will include visits to Hong Kong, London, Denmark, Belgium, Austria, Spain, Belgium, Holland and England. It's expected that a show will also be done in Mexico, but details on this have not yet been completed.

The singer will be accompanied by a party eight, including her manager, George Scheck; conductor, Joe Mazzu; and drummer, Bobby Grosso. Portions of the tapes of the various foreign shows are expected to be put together to form the basis of a later TV outing for the United States.

SON OF A GUN

NEW YORK — "That Lucky Old Sun," by Ray Charles, which hit the "Hot 100" last week at position 72, should have been listed as a Star Performer and the title printed in red. Billboard regrets the error and any inconvenience it may have caused.

Addis & Crofut Find Fast Bucks And Real Folk Music Don't Mix

By REN GREVATT

NEW YORK — Are fast-buckers and opportunists helping to ruin the budding folk bloom? Among those who think so are the world-traveling folk team of Steve Addis and Bill Crofut. The boys have taken a long look at the current folk-crooning rousers and they've come up with a critical appraisal.

At the TV front, according to Addis, "The Hootennanny show on ABC-TV has done a lot of good. It has exposed many artists. Now they should attempt to present more folk artists representatives of the world, not just the United States."

"They could add a lot of interest by talking to the performers, finding out more about their art and what they stand for. As it is, the show was fine but I think it's losing its mass audience touch. They seem to have lost their nerve," the artists says.

Crofut added: "Perhaps there are just too many of our own people jumping on the folk band wagon. Too many of the newer performers aren't even musicians. Many of them too, tend to kill their own material by seeming to lack interest in it. They kid around and make fun of it and in a sense they give up on it."

Addis and Crofut also take issue with what they feel has become a common custom of the folk promoters, "and that is, 'stamp the name Hoot on a show and they think they can get away with anything. They go to the promoters and they team it with a flock of mediocre acts. It's simply opportunism and the practice is killing the folk idea of the Hootennanny show."

One of the prime problems facing the folk today, according to both boys, is that of obtaining worthwhile song material. There are so many folk acts cropping up now that it's not unlike the pop field, where, again, the competition for a hit song is so great. "I'd rather be washed out of the business because of a lack of material than much good material," Crofut said, "than because the material was so slim all around that the field couldn't hold its own. There are some good writers now. Shel Silverstein is one and Bob Dylan is certainly another. But so many writers are so much emphasis on protest. That too can be overdone."

Addis and Crofut, it has been said, have traveled the world and as a result, they've added some unusual instruments to the collection they already play. Between them, they're at home on a Chinese Ch'eng, a 16-string arpeggio, an Indonesian anglung and such Japanese instruments as a wasa samisen, in addition to the slightly more or commonplace harpsichord, piano, French horn, oboe, guitar and banjo.

But at home on the tour for the State Department," Addis remarked, "where we used elephants, rats and jeeps to get to the concert. We took American music where we went and picked up much music from the lands we visited. It was a great experience. For instance, performing with the Burmese Symphony and doing some of their native songs and the title printed in red. We used it as a real cultural exchange."

These international visits led later to a benefit program in

New York for "The Experiment in International Living," and still later to performances at parties by the United States mission to the United Nations, given here by Ambassador Adlai Stevenson.

Addis and Crofut have made it a sort of motto to stay with the cultural exchange idea right along. They like to mix their singing with their own projects. Two of these occupy their attention at the moment. First, there is their benefit work for the African-American Institute, in which they are helping raise funds to keep African students in school.

A second, and in their own words a "longer range" project, is raising money, through concerts and any other means at hand, to develop preventive medicine clinics in Kenya. They, along with Jo Mapee, Pete Seeger and the Jubilee Singers Quartet, have given their time and talent to this worthy goal.

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VAN DYKE LP SETS RECORD

NEW YORK — A Command LP which features Dick Van Dyke has set a new record for production speed at the Enoch Light label. Session was recorded in Los Angeles November 22-24 and was in stores December 5. Set is titled "Songs I Like," by Dick Van Dyke.

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Columbia Records

Holidays Bring Big Acts to Quadrangle

NEW YORK—A flock of record stars played the college circuit in the last couple of weeks, and in some instances record shops experienced an upturn in business in those artists' albums—as a result of local promotion tied in with the play dates.

The Norman Luboff Choir, played to a near-capacity audience November 13 at Ohio State University's Merston Auditorium, Columbus, Ohio. Billboard correspondent Sandor Polster reported that record dealers in the University area reported a slight increase in sales of Luboff's albums. The artist's newest package, "On the Country Road," will be released by RCA Victor in January or February. Luboff noted this is his first national tour: "Concerts are fun, it's the traveling that's hard," he told Polster.

At Cornell University's Bailey Hall, Ithaca, N. Y., Nina Simone, Herbie Mann and the Modern Folk Quartet played to an enthusiastic audience November 19, according to campus correspondent Arthur Berkeley. Lent's Music Store stated the concert had an impact of sales—especially Herbie Mann product. The store also had in stock packages by Nina Simone and the Modern Folk Quartet. Another shop, Fred's, felt the concert had slight impact on sales, pointing out that "the acts were not any way."

Area stations tied in with the concert promotion. Mike Goldstein, program manager of WVRB, programmed the Modern Folk Quartet. Simone and Mann, and broadcast taped announcements of the concert by those artists. WUCU and WTKO also programmed some of the artists' material.

At the University of California's Harmon Gym, Berkeley, Calif., November 21, the Smothers Brothers drew an attendance of 4,000 and the audience demanded several encores. One record dealer, Record City, reported that campus correspondent David Freed said sales reaction was strong, following the concert. This shop

NEW YORK—Henry Allen has been named Atlantic Records promotion executive for the New York-New Jersey metropolitan area. Allen will report to Jack Fine, national promotion director. Allen has been with Atlantic for seven years and has handled many special promotion assignments.

sold out of the Smothers' album "This Year's Promise" and racked up sales on other Smothers' packages. Another shop, The Berkeley House of Music, reported sales increased only slightly, but this store specializes in classical product. Dave Birden, of Payer's Record shop, stated he had had a powerful sales reaction; that he had sold out of "Think Ethnic" and had reordered. A fourth dealer, Campus Records, noted an increase in sales, but not phenomenal.

Stations tied in with the concert. Deejays Pete Taylor on KFOG, Roy Trumbull on KMPX programmed Smothers material.

At Cornell's Barton Hall November 9, the Four Preps played to 4,400, offering a program of ballads and comedy material.

Indiana University, between November 11 and 12, at the University of Indiana, Ind., played close to Peter Nero, Nat King Cole and Allan Sherman. Richard Cook, campus correspondent, reported that the university policy currently is to present pop concerts after home football games; that each aforementioned artist presented two Saturday night performances to capacity crowds. Of four dealers contacted, however, only one, Cook's Werning Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display with the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook. The Werning Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display with the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook. The Werning Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display with the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook.

"appalling" the lack of dealer initiative in exploiting the personal appearances," according to Cook. The Werning Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display with the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook. The Werning Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display with the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook.

Della Reese and the Four Preps drew 8,000 (a sellout) November 8 at the University of Florida, Gainesville, Fla., and one week later the Smothers Brothers drew a similar crowd. To the University of Florida, Gainesville, Fla., and one week later the Smothers Brothers drew a similar crowd. To the University of Florida, Gainesville, Fla., and one week later the Smothers Brothers drew a similar crowd. To the University of Florida, Gainesville, Fla., and one week later the Smothers Brothers drew a similar crowd.

JUDKINS NAMED BY NAMM FOR CONFERENCE

CHICAGO—Howard M. Judkins Sr., former president of the Society of Record Dealers, has been named to represent the National Association of Music Merchants at the forthcoming record industry trade practice conference, recently authorized by the Federal Trade Commission. Judkins also formerly served as chairman of NAMM's Phonograph Record Committee.

Other industry groups expected to participate in the upcoming series of conference sessions are the American Record Merchants and Distributors Association (ARMADA), the National Association of Retail Record Dealers (NARD), the National Association of Record Merchants (NARM) and various manufacturers. The conference, which will be convened sometime after the first of the year, is expected to take up possible solutions to many of the evils affecting the current record business.

The FTC trade practice hearings are expected to start in February of 1964.

Ben-Ven Ties With MGM

NEW YORK—Nick Venet's Ben-Ven Productions has linked up with MGM Records in an independent production deal supplying them with pop and jazz singles, and pop and jazz albums to be released under the MGM label.

Venet, who recently resigned his producer's post at Capitol Records, is in partnership with Fred Benson in the Ben-Ven company.

Venet has produced such hit singles as "When I Fall in Love," "The Way You Look Tonight" and five top 100 albums with the Lettermen; a number of top single and LP sellers with Bobby Darin, the Beach Boys, and Ray Anthony.

Benson has been associated with the management of the Four Freshmen, Frankie Avalon, Nelson Riddle, Ray Anthony, and most recently Maury Wills, the Dodger Star.

Ben-Ven Productions retains Steve Douglas, former vice-president of Bobby Darin's MGM Records, as an associate producer. James R. Silke has been appointed art director, and Joyce Shattuck, Venet's secretary at Capitol Records, has moved to Ben-Ven in the same capacity.

Mantovani Signs for '64 Tour; Comments on Current Trends

NEW YORK—Mantovani, renowned British maestro, concluded his ninth annual United States tour last week after playing to more than 220,000 persons during the 56-concert tour. Before returning home late Wednesday (4) he signed for a 1964 coast-to-coast safari here and offered comments on the changing pop music scene.

Even the Mantovani sound, familiar and long-lasting as it may seem, has undergone change, according to the times. "Certainly our strings still predominate," said the batonier, "but we've added a very marked guitar sound as well. Guitars are very popular in many fields of music. More and more I'll also use a trumpet or a clarinet solo with the orchestra. It gives our material a modern touch."

"We've changed some of our repertoire as well," said the man who first came here on a concert tour a decade ago. "The operettas used to be great favorites. They're out today or so are the tangos. One new thing we do in our tour is a 16-minute version of the Overture song. When you hear 45 pieces playing that instead of the seven or so you hear in the theater, it's just new."

Mantovani, one of the few big record names to have lasted out a decade and to have achieved million-copy album sales (the currently owns a dozen gold album records) continues to find great favor on the campuses, vying there with jazz and folk for students' interest. During the just concluded tour he sold out at the University of Virginia Polytechnic Institute and two concerts were required

at Michigan State to answer the demand.

Are singles important to a Mantovani? "Of course they are and we'll just keep trying without compromising our principles. I think singles still appeal to youngsters and they're looking for rhythm. Anything goes in that field and I sometimes think we're just overdoing our music for the youngsters."

With respect to the possibility of using country music in the Mantovani repertoire, he noted, "Those songs are very good vocally, but most of them have too much construction for orchestral use. It's the same way with hymns, which I've also wanted to try. But perhaps if we can find the right selection, we'll do it yet."

Victor Gets 'Foxy' Caster

NEW YORK—RCA Victor will record "Foxy," the David Merriam musical sketch for a Broadway opening in February.

"Foxy" stars Bert Lahr with music composed by Robert Emmett Dolan and lyrics by Johnny Mercer. The show will play for one week at the Hanna Theater in Cleveland, starting January 4, and for a four-week run at the Fisher Theater in Detroit, beginning January 13 before moving to the Ziegfeld Theater here on February 13.

The original cast recording is slated for release in mid-February.

LATE SINGLE SPOTLIGHTS

Christmas

ALLAN SHERMAN

THE TWELVE GIFTS OF CHRISTMAS (Curtain Call) (3:23)—Sherman is as hilarious as ever with this wild take-off on the classic carol, "Twelve Days of Christmas," in which the repeating punch line is "I do with a nutcracker." A jarring arrangement could be a fast follow-up. Watch it. Flip is "You Went the Wrong Way, Old King Louie."

Warner Bros 5406

Pop

BETTY HARRIS

IT'S DARK OUTSIDE (Epic-Lou, BMI) (2:49)—Miss Harris recently burst on the scene with her first hit, "Cry to Me," which rose high on the charts. This smoky blue side with good shouting vocal does not do with a wistful arrangement could be a fast follow-up. Watch it. Flip is "His Kiss" (Mellin-Trio, BMI) (2:48).

Julie 5465

CONNIE FRANCIS

IN THE SUMMER OF HIS YEARS (Leeds, ASCAP) (2:30)—Here's one of numerous versions of this slow, minor-falsetto, folksy material memorializing the late President Kennedy, which was first heard on the BBC-TV show "That Was the Week That Was." The side is already reported getting good play, and royalties are noted as being earmarked for the J. D. Tippett fund in Dallas. This version has a strong chance. Flip is "My Buddy" (Remick, ASCAP) (2:45).

MGM 13202

MILLICENT MARTIN

IN THE SUMMER OF HIS YEARS (Leeds, ASCAP) (2:30)—Miss Martin is the British singer who did the original performance of this hastily written but highly effective Kennedy memorial song on the BBC-TV show "That Was the Week That Was." It's a powerful performance and it can take its share of interest and play on this song. Flip is "If I Can Help Somebody" (Leeds, ASCAP) (2:37).

ABC-Paramount 10514

DUSTY SPRINGFIELD

I ONLY WANT TO BE WITH YOU (Chappell, ASCAP) (2:32)—Here's Dusty's first single away from the Springfielders group and it's a gasser. A rip-roaring rock sound, much on the lines of the first play. Specter approach with lots of revb and dual-tracking added to the effect. Could be big. Flip is "I've Come a Long Time" (Unart, BMI) (1:50).

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Jubilee Four Signed By Epic Records

NEW YORK—Epic Records has signed the Jubilee Four to an exclusive recording contract, according to Bob Morgan, executive A.R. producer for Epic. Group's initial single is due this week with the first album expected in January. The quartet appeared on the first Jimmy Dean ABC-TV show this season and were immediately signed as regulars on the show.



Midwest Rack Jobber Buys Firm

CHICAGO—R. & R. Record Distributors, Franklin Park (Ill.) rack jobber operating through Illinois, Iowa and parts of Indiana, has purchased the record division of the Illinois News Service, Peoria, Ill., racking firm.

Illinois News, headed by George Siedler, services some 125 accounts with records, magazines and paperback books. R. & R. will take over the record operation only. R. & R.'s Peoria office, headed by Mary Kennedy, will handle the business.

R. & R. is owned by Ed Sundling and managed by Bob Kennedy here. The firm does an estimated \$1,000,000 worth of business yearly. The addition of Illinois News gives them an estimated \$250,000 in additional volume.

R. & R. Services such stores here as Grant, Polk Brothers (singles only) Walgreen's, Stiney and J. J. Newberry. Details of the sale were not disclosed.

Licata Joins Pri-Max

CLEVELAND—Sal Licata, former national promotion manager of Big Top Records, has joined the promotion staff of Pri-Max here. The firm, headed by Marv Helfer, covers Cleveland, Pittsburgh, Detroit, Cincinnati and surrounding areas, and will soon include Buffalo.



TIM MORGAN, a Fink Records artist. Tim's first LP, "Tim Morgan of the Prison of Secrets," has become the most controversial album on the West Coast. It was released 11 weeks ago in this back alley of the club where he has been appearing for 32 consecutive months. Without distribution, promotion or publicity, it has already sold over 2,000 copies.

Rose in London

Continued from page 1

curs we have found that this kind of music has a market all over the world. If the songs are liked then we believe that the people who create them and their records can be popular. Rhythm and blues meant nothing here until it was advertised, plugged and made available to the public and now it has an enormous market in Britain," Rose said.

He went on, "Country music is the music of America and the basic music of each country has become internationally popular at one time or another—the polkas from Poland and the waltzes from Austria are just two examples. Country

ASCAP Officials Meet Radio Group

NEW YORK—The negotiating committee of the All-Industry Radio Music License Committee met with officials of ASCAP last week concerning the terms of new ASCAP music licenses for the period starting January 1, 1964. It was the second meeting of representatives of the committee and the Society. Discussions are expected to continue, with new meetings to be announced.

Present for the license committee were Robert T. Mason, chairman; George Armstrong, Storz; Robert Enoch, WXLW, Indianapolis; Herbert Evans, Peoples Broadcasting; William Morgan, McLendon; Elliott Sanger, WQXR, New York; and William Golub and Bernard Buchholz. ASCAP was represented by Stanley Adams, Jules Collins, Lou Weber, Jack Bregman, Buddy Morone and Jack Yellen, and attorneys Herman Finkelstein and Bernard Korman.

music was created by our people in the hills who had no contact with the outside world. In 100 years it will probably be referred to as American folk lore."

Rose went on to say he considered British television standards extremely high. A c.w. show here would be "of educational service in surveying the history and culture of another country's people."

Cherry Named Cedarwood Rep On West Coast

NASHVILLE—Bill Denny, general manager of Cedarwood Publishing Company here, has appointed Hugh Cherry as the firm's West Coast professional manager.

Cherry is presently affiliated with KFOX Radio, Long Beach, Calif., and for long has been one of the country's leading country disk jockeys. He was Nashville's first full-time country music deejay, and later served as emcee for WLW's "Midwestern Hayride" in Cincinnati for several years. He moved to California in 1958.

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CHRISTMAS RECORDS

CHRISTMAS SINGLES

Slight pickup in Christmas singles during Thanksgiving week, but the week's beginning, Monday (2), was the kick-off for many stations. Sales at Christmas singles during Thanksgiving week registered a little heavier than in previous weeks, but fell well below the counter activity was expected in the past few weeks building toward Christmas. Below is a list of the best selling Christmas singles to date. This chart will expand to number on the action months and will run for three more weeks. Note: Many new Christmas singles have not yet had sufficient time to necessarily be reflected here.

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 WHITE CHRISTMAS, Andy Williams, Columbia 42894
- 2 LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century-Fox 429
- 3 WHITE CHRISTMAS, Bing Crosby, Decca 23778
- 4 JINGLE BELL ROCK, Bobby Helms, Decca 30513
- 5 PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405
- 6 THAT'S WHAT I WANT FOR CHRISTMAS, Nancy Wilson, Capitol 5094
- 7 DO YOU HEAR WHAT I HEAR, Bing Crosby, Capitol 5088
- 8 YOU'RE ALL I WANT FOR CHRISTMAS, Brook Benton, Mercury 72214
- 9 SONGS OF CHRISTMAS, Bobby Vinton, Epic EG 7215
- 10 RUDOLPH THE RED-NOSED REINDEER, David Seville & the Chipmunks, Liberty 55289
- 11 JINGO JANGO, Bert Kaempfert, Decca 31560
- 12 THE CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 55250.

CHRISTMAS ALBUMS

A short Thanksgiving week had its expected effect on sales, but still slight increases of Christmas LP product was reflected. LP's are still registering greater sales activity than Christmas singles, but radio stations are now beginning to air the singles heavily. This chart will run for three more weeks and will expand to LP sales increase. Here many new Christmas packages have not yet had sufficient time to necessarily be reflected here.

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 ANDY WILLIAMS CHRISTMAS ALBUM, Columbia CL 2087 (M); CS 8887 (S)
- 2 LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
- 3 SOUND OF CHRISTMAS, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
- 4 MERRY CHRISTMAS, Bing Crosby, Decca DL 8128 (M); DL 7818 (S)
- 5 THIS CHRISTMAS I SPEND WITH YOU, Robert Coulet, Columbia CL 2076 (M); CS 8876 (S)
- 6 MERRY CHRISTMAS, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- 7 ELVIS' CHRISTMAS ALBUM, Elvis Presley, RCA Victor LPM 1951 (M) and/or LOC 1035 (M) (No Stereo)
- 8 CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA, London LL 3338 (M); PS 338 (S)
- 9 SEASON'S GREETINGS, Perry Como, RCA Victor LPM 2066 (M); LSP 2066 (S)
- 10 CHRISTMAS WONDERLAND, Bert Kaempfert, Decca DL 4441 (M); DL 74441 (S)
- 11 CHRISTMAS SONG, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
- 12 CHRISTMAS HYMNS AND CAROLS, Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S)
- 13 MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS, Columbia ML 5222 (M); (No Stereo)
- 14 CHRISTMAS WITH THE CHIPMUNKS, VOL. 2, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
- 15 TWELVE SONGS OF CHRISTMAS, Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)

OTHER CHRISTMAS LP's RECORDING SALES

SONG FOR CHRISTMAS, Alameda, Columbia CL 1903 (M); CS 8703 (S)
 CHRISTMAS: Best for You, Various Artists, Phillips 4022 (M); ST 1961
 STORY OF CHRISTMAS, Tennessee Ernie Ford & Roger Wagner Chorale, Capitol TFM 1941 (M); ST 1961
 MERRY CHRISTMAS CAROLS, Robert Rhines, Liberty LP 6006 (M); ST 7708 (S)
 CHRISTMAS IN MY HEART, Connie Francis, Mercury 1992 (M); CS 3792 (S)
 CHRISTMAS WITH CHET ATKINS, RCA Victor LPM 2423 (M); LSP 2423 (S)

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Tone Distributing
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Trinity Records
East Hartford, Conn.

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its value potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

JFK THE MAN, THE PRESIDENT

Barry Grey, Documentaries Unlimited, Vol. 1

A documentary autobiography of the late President featuring some of the actual news highlights of the assassination, his oath of office, inaugural address, press conference answers, the Berlin and Cuban crises, Mrs. Kennedy speaking in Spanish in South America and his last speeches in Houston and Dallas. Excellent material is woven together by narrator Barry Grey.



POP SPOTLIGHT

TOM JONES

Sound Track, UAS 4113 (M); UAS 5113 (S)

The sales success of any sound-track LP depends largely on the acceptance of the flick by moviegoers. "Tom Jones" has received the crest of the critics and people have been queuing in long lines to see the flick wherever it has opened. It may be expected that this original sound-track LP can find a solid demand among the moviegoers.



POP SPOTLIGHT

110 IN THE SHADE

RCA Victor LOC 1085 (M); ISO 1085 (S)

It appears that the theatergoer is reacting favorably to this new Broadway musical starring Robert Horton, Topa Swenson and Stephen Douglas. The score is pleasant and melodic and well performed. At present the LP chart has a question representation of original cast albums. No doubt lovers of the musical theater will want this one for their collection too.



POP SPOTLIGHT

SINCE I FELL FOR YOU

Lenny Welch, Concordance CLP 3068 (M); CLP 25068 (S)

Lenny follows a system used by a good number of the hit artists today. He uses the title of his current hit "Since I Fell for You" and then links up a great many hits and standards of others for a fine anthology set. "You Don't Know Me," "I'm in the Mood for Love" and "Are You Sincere?" are some of the better tracks.



POP SPOTLIGHT

JANE MORGAN SERENADES THE VICTORS

Calpe CP 460 (M); SCP 460 (S)

Included here are the theme and other standards type tunes heard in the picture "The Victors." Miss Morgan sings them in a fine accomplished style and the album moves along with smart arrangements. Besides the theme from the flick, the set also contains fine readings of "And So It Is in the Summer" and "See Me All."



POP SPOTLIGHT

12 STRING GUITAR, VOL. 2

The Folkways 1814 (S)

The first volume of this series achieved high chart position and there's good reason to believe this one will also. The instrumental set features great guitar work on folk tunes like "Don't Think Twice," "Manson Fire," "Where Were All the Flowers When?" and other well-known folk favorites.



POP SPOTLIGHT

EAST SIDE WEST SIDE

Sound Track, Columbia CL 2123 (M); CS 8923 (S)

"East Side West Side" is one of the most promising new TV series on the air this year, having received strong reviews virtually all the way across the board. Karyn Houghton, whose credits include scores for "Baby Doll," "12 Angry Men" and "The Hustler" in the movie field, has turned in a mood, expressive score which has musical integrity and dramatic impact. This package could become a sustained seller.

CLASSICAL SPOTLIGHT

STRAUSS DON QUIXOTE

Philadelphia Orchestra (Ormandy), Columbia ML 5915 (M); MS 6515 (S)

Of the 12 tone poems written by Richard Strauss, Don Quixote is also considered his most successful example of musical characterization. Strauss's readings here could easily put the listener in a "badly sympathetic" with the tale. Featuring cellist Lorenz Moeckel, violinist Erich Kunze, and the Philadelphia Orchestra, this is a powerful reading of the work. There are only two competitors currently in the catalog. A brilliant, spacious performance and a total musical experience.

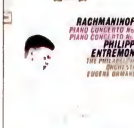


CLASSICAL SPOTLIGHT

RACHMANINOFF PIANO CONCERTO NO. 1

Philadelphia Orchestra (Ormandy), Columbia ML 5917 (M); MS 6517 (S)

A particularly interesting coupling of the first and last Rachmaninoff's piano concertos brings the young French pianist back with the Philadelphia Orchestra and Eugene Ormandy. The interpretations are musically thought out and beautifully executed. Should have wide acceptance.



CLASSICAL SPOTLIGHT

CHARLES MUNCH CONDUCTING THE PHILADELPHIA ORCHESTRA

Columbia ML 5923 (M); MS 6523 (S)

A strong package, drawing on the sales power of two top names. In this case, the former Boston Symphony conductor guests on the podium, featuring such works as Beethoven's "Fidelio" and Mendelssohn's "A Midsummer Night's Dream." Munch's "Valter Nobles at Sansepolcrano" and Gustav Mahler's "Dernste Tag." The collection is bound to find much favor and the cover photo will attract attention.



CLASSICAL SPOTLIGHT

MENDELSSOHN, SYM. #5

Schubert, SYM. #5

Two very honest back-to-back efforts at selling sales packages. Conductor Skowronek has just the right touch to bring out the "classical" elements in the style of these two "romantic" composers. He makes them sing with a youthful voice all lightness and vigor. It is a strangely appealing set from any viewpoint.



CHRISTMAS SPOTLIGHT

SING NOWELL

Elizabethan Singers, London 5609 (M); CS 2809 (S)

A fine blending of male and female voices, the Elizabethan Singers, offer carols for Christmas and other festive. The group is backed by the multi-piano group, arranged by Simon Preston. A carol performed as "Good King Henry" is a cantata, "Good King Wenceslas" and "Good King Wenceslas."



RHYTHM & BLUES SPOTLIGHT

SOUL MEETING SATURDAY NIGHT KOOTENANNY STYLE

Jimmy Reed, John Lee Hooker & Various Artists

See Jay VJ 1074

This is an album of fine r&b hit-makers performing some of their biggest hits. The tracks feature artists like Jimmy Reed ("Honey I Do!"), John Lee Hooker ("Boom, Boom") and Precious Benson ("Bad Girl Now"). The album is a great blues package with fine singing there and a host of other artists.



RELIGIOUS SPOTLIGHT

THE EARTH IS THE LORD'S

George Beverly Shea

RCA Victor LPM 2753 (M); LSP 2753 (S)

Another powerful collection of performances, as heartfelt and sincere as any that have gone before. By Ray Shea, and at the Christmas gift-giving season, this kind of material can and should be especially effective. Nathan Scott's "Anthem," "Faithful Love," "O Come, O Come, O Come," "The Earth is the Lord's," "Let the Lower Lights Be Burning," "When God Speaks," etc.



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success in their respective categories of music.

Arnold Dorelli and the London Symphony Orchestra

Mercury SR 90316 (S); MG 50316 (M)

The musical and historical significance of Arnold Schoenberg and the composer he mentored, Anton Webern and Alban Berg, are presented together in this album, offering a fine opportunity to note the individuality in each of their styles. They were all, during this period, involved in early experiments with the "12-tone" technique. The works are still fresh, exciting and, significantly, programmatic and give intense performances.

CLASSICAL SPECIAL MERIT

VIENNA 1908-1914

Arnold Dorelli and the London Symphony Orchestra

Mercury SR 90316 (S); MG 50316 (M)

The musical and historical significance of Arnold Schoenberg and the composer he mentored, Anton Webern and Alban Berg, are presented together in this album, offering a fine opportunity to note the individuality in each of their styles. They were all, during this period, involved in early experiments with the "12-tone" technique. The works are still fresh, exciting and, significantly, programmatic and give intense performances.



Special Christmas Bonus from The Beach Boys
Little Saint Nick #5096

Their Single "BE TRUE TO YOUR SCHOOL" is now Top-Ten!



Rarely can such understatement be
significantly afforded.

Brook Benton has a new hit ballad

(a very timely one, indeed).

"YOU'RE ALL I WANT FOR CHRISTMAS"

MERCURY RECORD NO. 72214

TALENT

FILM REVIEW

Yocks, Music, Spies
Make 'Charade' Tops

"Charade" starring Cary Grant, Audrey Hepburn and with music composed and conducted by Henry Mancini, should be as potent a box-office draw as has come along in a good spell, and the resultant sound track alone and single (with chorale backing) should do equally well, just as it has on the film's popularity. This is not giving the music—which is excellent—its proper due.

The score is imaginative, fresh, hauntingly melodic, and more to be heard the mood of the flick. Main emphasis, however, is bound to be on the strange combination of chilling mystery and comic suspense that "Charade" manages to convey.

The film contains four mur-

ders — all dramatically illustrated with proper amount of blood and grimaces of the corpses. But in between, it's filled with laughs (if this anomaly is desirable). So tastelessly everything blended together, that one gets to the end of the picture scared stiff, but chuckling out of the corner of his mouth. Cary Grant is his usually charming self, Miss Hepburn the coy coquette, the setting is European and the plot involved with spies, counter-spies, Secret Service, OSS and a liberal sprinkling of French gendarmes. It's a delightful—if unnerving — two hours, done in glorious color, and the end result is a solid plus for the motion picture, recording and other lively arts. **NICK BIRIO**

IN CHICAGO

After Barbra—What Else?

It would be laboring a cliché to say that Barbra Streisand's first Chicago concert at the Regency Place's Arle Crown Theater last week was a smash success, but in all honesty, what else is there to say? Both the Friday and Saturday evening performances were sellouts, and the one witnessed by the most enthusiastic audience reactions heard in a long time.

The magic that this wispy, seemingly awkward-looking New York telephone operator has over her audience is difficult to describe. On the one hand, there's her appearance—literally defying imagination. The customary appears to be taken from a Calvin Coolidge commemorative issue of the New Yorker, and even—believe it or not—coming out in the second half of the concert with a foot-high wig, exotic hairdo and slinky gown.

On the other hand, there's

Barbra's voice — a fabulously wonderful, pure thing—which is an equally wonderful personality that has a disarming appeal all its own. Who but a Streisand would or could take a dirty oldie like "Big Bad Wolf" and make it of a sophisticated carefree rendition. Or a thoroughly worked-over "Color of Blue" and bring to it something creative and new. She did these and "Who Will Buy" and "Love" and "Cry Me a River" and "The Way We Were" and "I've Got a Feeling About Getting Caught in a Dentist's Chair" and a host of other (some barely recognizable) tunes, to the delight of the 5,000+ some enraptured Streisandophiles who never did quite seem to want her to stop. Barbra's first Chicago appearance at Mister Kelly's last summer was successful enough, but after last weekend at McCormick Place, you have to say Chicago's her own. **NICK BIRIO**

UPSTAIRS

The Party Is Down the Middle

Manhattan's Upstairs at the Downtowns has another bright, funny revue on stage called "Twice Over Nightly." The show, while it does not shimmer with the biting satire of previous

outings, is still a solid two hours of fun.

The cast of five is superb. Jane Alexander and Marie Wilson take turns in the stiff, distasteful while Paul Dooley, McIntyre Dixon and Richard Libertini are their male counterparts. All are deft and full of deadpan and take, and all enormously versatile switching from one character guise to another. The direction is by George Morrison and the producer is David Shepherd.

Like so many of its forerunners, "Twice Over Nightly" is a fast-paced montage of slices of life looked at through a comic prism. For material, however, Messrs. Shepherd and Morrison have taken general subjects in American life rather than building skits upon the political, psychological and topical issues of former shows as produced by Julius Monk and Ronnie Graham.

The show is filled with such subject matter as the contemporary card shop, a capsule history of the theater, the exurbanite and the pianist, and a hilarious five minutes in which four drunks and a drifter sing a mad

Comic Sets
Up Shearing

George Shearing automatically connotes the blending of modern jazz pianists with Afro-Cuban rhythms. Ronnie Shell may mean nothing now, but with the right breaks, some national TV exposure and an alert record company behind him, the young comic could become a truly important name in show business. He certainly fractured. And when Shearing opened with his interpretations of "I Love Paris" disk with appropriate facial expressions and corny and fast-paced cameo routines.

When Shell left the stand, the audience which had come initially to hear the Shearing Quintet, might have been in a happier, more receptive mood. And when Shearing opened with Ray Bryant's "Later," a hush filled the large room which earlier had roared with laughter.

For this engagement a Los Angeles suburb not far from where George and his wife reside, Shearing hired vibist John Burton, drummer Sam Levy while using bassist Al McKibbin and Latin percussionist Armando Peraza. Mike Gubler replaced Levy on the Latin numbers on timbales.

On Burton's own composition, "Jazz Bo," described as a canon with pop phrases, the two melody instruments played, polyphonically, which allowed for Shearing hired vibist John Burton, drummer Sam Levy while using bassist Al McKibbin and Latin percussionist Armando Peraza in complete command of his congas and bongos. **ELIOT TIEGEL**

J. Loudermilk
Set for Tour
Of S. Africa

NASHVILLE—John Loudermilk, RCA Victor artist and Acuff-Rose writer, left Thanksgiving morning for a South African tour which will include stops at Cape Town, Johannesburg, Port Elizabeth, New London and Durban. Loudermilk will headline the tour with Duane Eddy.

The group has stops scheduled in London, Paris, Milan, Rome and Cairo, where RCA staffers will take them on tours of each location. The group will return to Music City after Christmas.

CHICAGO — The Caravelles are following up their currently hit single "You Don't Have to Be a Baby to Cry" with an album of the same title. It's the first LP for the English duo, recorded in London in eight standards and four original tunes.

version of "Twelve Days of Christmas."

There is, too, a very funny lecture, with appropriate demonstration, of late-work excuses. In all, "Twice Over Nightly" is a happy, middle-of-the-road show that will get laughs in its two-hour running time. **JACK MAHER**

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



THE KINGSMEN
(Wand)

NAMES: Lynn Easton, Gary Abbott, Don Gallucci, Mike Merrill, Norm Sanson, Agnes Lynn, Gary, 20; Don, 16; Mike, 19; Norm, 17; HOME TOWN: Portland, Ore. BACK GROUND: Lynn Easton organized the Kingmen as soon as he entered Portland's David Douglas High School. The group originally consisted of three members (Lynn, Gary and Mike).

They worked a great deal this past six years in a variety of mediums in the Northwest, such as fairs, fashion shows, TV commercials, dances and one-nighters. For the past year the group has been the house band for Portland's teen-age night spot, the B-side. The first album was recorded at the Chateau, producer Jerry Denno. Though the boys keep pretty busy with their music, Gary is also a barber and Mike is a clothing salesman.

LATEST SINGLE: "Louie Louie" mad-dashed it to the No. 2 spot on Billboard's Hot 100 in its sixth chart week.

MUSIC AS WRITTEN

HOLLYWOOD

Good Time Singers failed to appear for their Saturday (30) seg at the Troubadour. Folksters were taping an Andy Williams TV seg and failed to notify the club that they'd be late. . . . John Green is the music director for the 36th annual Oscar show set for April 13. . . . Jack Jones taped a Judy Garland TV show last week. He opens at the Diplomat Hotel, Miami, December 26. . . . Mercury held a small trade-press bash to introduce new artist Lee Hazlewood's "Trouble" album. . . . Gerald Wilson started work on his next World Pacific big band album. . . . Brook Benton brought his husky voice to Basin St. West last Wednesday. **ELIOT TIEGEL**

MEMPHIS

Edward J. Kinsack, a.s.r. director for London Records' American group, did some good-natured leg-pulling the other day while he came in to sign a distribution contract with Pen Records to handle records on artists Martha Gaye ("a young Dinah Washington") and Sherry Jenkins. London also distributes for Hi Records of Memphis. Kissack told Robert Johnson, columnist of The Memphis Press-Scimitar, that he wished Joe Coughi, president of Hi, would record some singers as well as the highly successful instrumentalists Coughi turns out with Bill Black's Combo and Ace Cannon and his combo. Johnson put it in his column—

and they're waiting to hear what Coughi's reaction is.

TALENT TOPICS

CHICAGO

Gene Autry's Sahara Inn is becoming a mecca for WBMM performers. . . . Edie Ransford's orchestra has long been a standard. And last week, the Arbors, who filled in for ailing Harry Richmond, were extended for an indefinite period. . . . The Thunderbirds, five local boys, have their first single coming from Mercury. . . . Betty Johnson has an interesting Christmas tune that was grabbed up by World Artist. It's "Homesweet's Child" and was aired by Betty locally when she appeared here last month. . . . Jean O'Brien, who recently left her agency position with Associated B.K.'ing Corporation here, is now settled in her new Walton Street offices. She heads her own agency in business firm and just signed Wil Mercer to a recording pact with Ewart Abner's Constellation label. . . . Cliff Douglas, Decora-Amphora artist, is at Gene Autry's Celebrity Room. . . . Dick Gregory helps Mister Kelly's celebrate his 11th year in Chicago with "With Dick & Vicki Frazier, making her Chicago debut. Kelly's will have George Kirby and Chabonne Cary coming in December 30. **NICK BIRIO**

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Peter, Paul and Mary can be seen this week in Manchester, N.H., Hartford (13), Boston (14), and Pittsburgh, Mass. (15). . . . Della Reese and Alan Sherman share the spotlight at the Latin Casino in Camden, N.J., for one week starting December 11. . . . Jonah Jones and the Lee Shoro Trio are at the Embers. . . . On December 9, the Go! Singers go into the Shadows in Washington for the remainder of the month.

Leon Bibb will finish out the year at the Village Gate.

MIDWEST

Sharon Horn opens December 10 at Chicago's Sherron O'Hare Inn.

WEST

Headliners at the Riverside in Los Angeles are The Travelers and Jerry Van Dyke. . . . The Paris Sisters will be on stage through Sunday. . . . Also in Los Angeles, the Hyman Sisters in return to the Interlude for a long winter's stay.

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CLASSICAL MUSIC

Bach With Jazz Touch Puts The Swingers Way Upstage

By BARRY KITTLESON

NEW YORK—It's been over two hundred years since J. S. Bach was a top-of-the-charts composer, but as if by some strange coincidence or ominous anniversary coincidence, Philips Records chose to issue a recent album release, "Bach's Greatest Hits." It was, The album is No. 1 on Billboard's Top LP's chart this week.

The making of the album was an aesthetic labor of love on the part of Ward Swingle, a member of the Noble Six of Paris. An involved musician, Swingle has had plenty of experience in jazz circles and has been particularly identified with the "scat" school of vocalists. As any good musician, Swingle seeks out challenges, and in his mind, what could be more challenging than the subtle profanity of not just swinging Bach, but doing it non-stop? That this is no simple feat, a difficult feat, it should be mentioned that the ten singers spent four months rehearsing this album. They were ready to record the album.

The final product, released first in France, was an immediate hit there. Critics in the "purest" camp who represent a different feel, it should be mentioned that the ten singers spent four months rehearsing this album. They were ready to record the album.

Reiner Dies

NEW YORK — On Friday, November 15, Dr. Fritz Reiner died at Mt. Sinai Hospital of pneumonia. In December, he would have been 75 years old.

Hungarian-born, Reiner had earned the reputation of one of the truly great conductors of this century. It had been said of his association with the Chicago Symphony Orchestra (1953-1962) that Reiner built the most permanent orchestra in the world of Germany. Since his resignation from the Chicago, Reiner had free-lanced, and this was to be one of the important members of the Metropolitan Opera roster of conductors. The night before he died, Reiner was to have conducted Wagner's "Die Gotterdammerung" at the Met.

Reiner's affiliation with the Chicago was one of the most illustrious in recording. His recordings with one of Dvorak's "New World" Symphony is one of RCA Victor Red Seal's all-time best sellers. Since his death, RCA Victor has started a distinct rise in sales of Reiner disks. Re-orders have been coming in by the thousands. His recordings on two of his most acclaimed interpretations, Richard Strauss' "Ein Heldenleben," and "Also Sprach Zarathustra." One of the disks which gathered sales momentum this past month were the Beethoven "Emperor" concerto (with Claudio) and the Tchaikovsky Violin Concerto (with Heifetz).

Ward Swingle to turn his music to his own purposes.

Critical acceptance in the U. S. has been unanimous; public acceptance enormous. On November 19 Garry Moore gave the unprecedented national plug to the album on his CBS television show. He displayed the album jacket and expressed his opinion that it was "one of the most exciting records I've ever heard." Then a track from the LP served as musical background for an inventive choreography.

Mercury's Quincy Jones, while noting that Philips has

sold over 100,000 copies in this country, expressed a little concern over the future. "Offers have poured in from everywhere, asking whether or not the Swingle Singers are available for concerts. Since the singers are all well known, individually, it is difficult for them to get together as a unit and make commitments." He also noted that, "our real problem now is deciding what to do as a follow-up album. We don't think we should do more Bach at this point, but we're not sure what we will do."

How about Rachmaninoff & Roll?

Decca Issues Second Chronicle Instrumental

NEW YORK—The Educational Records Division of Decca Records has just issued the second release of eight albums in its "Chronicle of Music" series (Decca DCM 3215) from Decca DCM 3215. As in the first release in the series, earlier in 1963, the music offered in each of these disks is representative of a distinct period in musical history. These periods are denoted by series A and B and (in this order) music of the "Middle Ages," "Renaissance," "Baroque," "Transition From Baroque to Classic," "Classicism," "Romanticism," "Jazz," and the "20th Century."

The preparation of this fine series has been primarily the responsibility of Bert Deutschman, a man who acts as editor. In selecting materials to be issued in this series, Deutschman has evolved the firm's archives of recorded product, he may recommend that a new performance be recorded specifically for the series. In this connection, Deutschman works very close with Decca classical a.d.r. chief, Iz Horowitz.

This physical packaging of this series is handsome and distinctive. A unique feature is that the liner notes for each musical "Age" are the same, but with each new release in the series there is an insert which discusses the particular period of music (or collection) included. Regarding these liner notes, Deutschman pointed out, too, that the editorial staff and consultants for the series are all active music educators and musicologists.

It should be noted that this series is designed for the music lover who is not stuck in a ritualistic consumption, though it has been planned to satisfy both consumer areas. It is also notable that in its second release in the series, there has been careful consideration for the variety of music which exists within each specific "Age." Musical period has, of course, as much internal contrast as it has unity, such as music which is used for regular, vocal or instrumental, or for large orchestra or chamber ensemble. This enables the consumer to select his favorite

musical "specialty" within any given period.

Exemplary of this is the Age of Classicism. The first release consisted of orchestral music of Mozart; the second series approached this age through the solo instrumental music of Beethoven. In the Age of Jazz, the first release introduced the music of jazz into serious composition in the works of Gershwin. The second series goes to the "Roaring Twenties" for time-honored bands and writers of those years.

With nearly thirty years' of recorded music available to the Decca staff in compiling this series, it is probably redundant to intimate the high standards of the performances available in the series. It is sufficient to list the list of performers here include such prominent musical personalities as Noah Greenberg and the New York Pro Musica; the Virtuosi di Roma; Nadia Boulanger; Joseph Fuchs with Artur Schnabel; Leonard Bernstein with the Stadium Concerti Symphony Orchestra; Dimitri Mitropoulos, and more.

The series is a tribute to Decca and the personnel involved in its execution. Plans are to release one new series every year. BARRY KITTLESON

Prestige Sets Deals On Lines for Month

BERGENFIELD, N. J. — Prestige Records has launched a special promotion to further develop selling potential of LP and single chartmaker Jack McDuff. The entire catalog of McDuff material on the label is on a buy-six-get-two-free basis through December 31.

Special deals are also in operation on the parent Prestige 7000 and special 1600 series as well as the Prestige-Folklore series. These carry a 10 per cent discount through December 31. Includ. d in the deal are catalog and new product by Gene Ammons, Kenny Burrell and the Sonny Stitt with Jack McDuff set "Soul Shack," all on the 7000 series. New Folklore disks are by Jack Elliott and the True Endavor Jug Band among others and a special hot package that brings Pete Seeger, Mellow Yellow and Bob Dylan together with Elliott.

News & Reviews

NEW YORK—The Festival Orchestra of New York, under the direction of Thomas Dunn, with soloists Judith Raskin and Jopanna Gordon appeared in a Bach program at Philharmonic Hall on Sunday (24). Judith Raskin prefaced the printed program with a reading of Handel's "I Know That My Redeemer Liveth" in honor of the late President.

Though the house was full, there were a few benches in the atmosphere which took its toll on the performers, intensified by an honored request for soloists to play the program. This is not to imply that the performances were a musical — they were merely unpleasant.

"Two of the items — on the program have been recorded by the group for release on Decca Records. The first is 'I know that my Redeemer Liveth' and the second is 'Bach's Overture No. 1 in

C major and the cantata 'Jauchzet Gott.' Miss Raskin's performance of the cantata is an absolute gem. Her clear, flexible Jopanna Gordon appeared in a Bach program at Philharmonic Hall on Sunday (24). Judith Raskin prefaced the printed program with a reading of Handel's "I Know That My Redeemer Liveth" in honor of the late President.

There has been a great deal of discussion about the supposed dearth of young instrumentalists to fill the seats in major orchestras in years to come. Some of the best were dispelled on Sunday (1) when the Youth Symphony Orchestra of New York gave its premiere performance at Carnegie Hall, under the generous aegis of Alexander's Department Stores. Conductor David Epstein himself a young man, presented an 85-piece orchestra composed of young performers from the ages of 12 to 20. The success of the performance was remarkably apparent as they played the opening bars of Wagner's "Prelude to Die Meistersinger," and the continued to draw the audience with the rest of their professional program, which included Mendelssohn's "Italian Symphony" and Beethoven's Concerto in D Major, and Britten's "Four Sea Interludes" from the "Opera Peter Grimes."

There was no doubt that these youngsters are serious, hard-working, and musically worthy. They made a remarkable opportunity. On the basis of their first performance as a group, there just isn't room for complacency. They played with skill and enthusiasm and that nebulous quality which can only be attributed to the young — they were discovered.

Future concerts have been planned in this series, which is already a cause for public approval. The orchestra of young Governors is a group of community and civic leaders — who assist in recruiting a young audience at no charge.

Garrett Hosts Dallas Concert

DALLAS — Tony Garrett, host of American Airlines' "Music 'Til Dawn" program on KRLL, will host a series of performances at a special concert when KRLL salutes the Dal-Hi Symphony Orchestra on its 12th anniversary and the "Music 'Til Dawn" program on its ninth anniversary. The special concert featuring the Dal-Hi Symphony was at the Fairmont Hotel, Dallas, with admission free. One of the features of the program was the presentation by the American Airlines' "Music 'Til Dawn" program of the "Scholarship Award." Three scholarships of \$500 each to the school of their choice by the winners of the award. With senior members of the Dal-Hi Symphony Orchestra.

Can-Am Firm Names 4 New Distributors

NEW YORK — Canadian-American Records has announced the names of four new distributors. They are C and C, San Francisco; Pep Record Sales, Los Angeles; Broadcast Record Distributors, Tulsa; and Harry Beckerman, Milwaukee. The diskery is currently working on a new single by Thrush & Galt, entitled, "Too Bad for You."

Opera Given Air Again

NEW YORK — The Metropolitan Opera returned to the air last week (7) for another season of Saturday afternoon broadcasts from the stage of the Metropolitan-Opera House. For the 24th consecutive year the program will be broadcast over the Texaco-Metropolitan Opera Radio Network (see local newspapers for time stations). The first broadcast was of Verdi's "Aida," with Leontyne Price, Rita Gori, Carlo Bergonzi, and Sesto Bruscantini. Other featured artists were Giuseppe, John Macurdy, Mary Ellen Pracht and Robert Nagy. Georg Solti conducted.

This coming Saturday (14) will be a performance of Wagner's "Gotterdammerung," with Birgit Nilsson, Mary Kallman, Mignon Dunn, Hans Hof, Norman Mittelmann, Ernst Wiemann, Gerhard Pechner, Mary Ellen Pracht, and Sesto Bruscantini. Other featured artists were Giuseppe, John Macurdy, Mary Ellen Pracht and Robert Nagy. Georg Solti conducted.

The schedule for the rest of the season (subject to change, and with no cast yet designated) is as follows:

December 21: "Manon." December 28: "Don Giovanni." January 4: "Faust." January 11: "Sonnambula." January 18: "Trovatore." January 25: "Lohengrin." February 1: "Lohengrin." February 8: "Last Savage." February 15: "Orbello." February 22: "Rigoletto." February 29: "Eugene Onegin." March 7: "Don Carlo." March 14: "La Boheme." March 21: "Faust." March 28: Verdi's "Requiem." April 4: "Macbeth." April 11: "Cavalleria Rusticana" and "Pagliacci."

As in the past, Milton Cross will narrate the stories and describe the action and settings on stage. Intermission features will include "Opera News on the Air," the Texaco Opera Quiz, and "Biographies in Music," prepared by Francis Robinson.

Dealers might clip this schedule from Billboard and keep on hand as a guide to displaying recorded opera product.

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Lucky Moeller Says Europe Fertile for Country Music

CINCINNATI — "Europe is destined to become one of the biggest markets in the c&w music field," says W.E. (Lucky) Moeller, executive vice-president and general manager of the Jim Denny Artist Bureau, Nashville, who made this observation while touring many of the European countries late in November. He pointed out that records and photos of many American c&w artists are already being displayed in record shops throughout Holland, Germany and France.

"Even with the language difference," Moeller said, "the peoples of Europe are buying and enjoying the sound of c&w music. If our songs and lyrics can be properly translated and rendered with the same feeling in the various languages, country music could be the most popular in Europe."

"Spending a week with Connie B. Gay's 'Town and Country' shows in Amsterdam, gave me an opportunity to observe the people's reaction to American country music, and there is no

doubt that the majority of those who saw the show were really sold on our country music and are eager to buy records."

"The Willis Brothers, recording artists for Starday Records, were quick to realize the acceptance of the country music sound by Europeans while playing at the Amsterdam show, and recorded two songs in German there before leaving. At the present time, Bobby Bare's 'Detroit City' is the best selling record in Sweden."

"Town and Country," produced by Connie B. Gay, played 18 days in Amsterdam's giant RAI Building as part of the U. S. Food and Agriculture Exhibition. The show boosted country music tremendously throughout Europe, Moeller said, and established many firsts for the country music industry.

The show was the first of its type to present a command performance for royalty when it was requested to play a command performance for Queen Juliana and Prince Bernhard at the Hague. It was also the



JIMMY HEATH and the Action Arts have cut a new smash on the Reno Rebel, "Downsway Heart" b/w "Over the Mountain" (R-400). Jimmy is currently appearing at the Paquet Hotel in Wells, Nevada. Reno Records, 2715 East 72nd Street, Long Beach 10, California. 624-5117 phone.

(Advertisement)

first to appear on the worldwide "Telstar" communication satellite, and was the first ever to appear simultaneously live on Dutch television, Voice of America, Eurovision-TV, Radio Free Europe and the Armed Forces Network, according to Moeller.

"I believe the coming year will see many country artists following the Willis Brothers in recording songs in the languages of the various European countries," Moeller said, "and I see a tremendous upsurge in personal appearances by our artists in those countries."

COUNTRY D.J. OF THE WEEK



BILLY PERRY, 27, a top deejay at KYRO Radio, Pocatello, Mo., is WSM's "Master D.J., U.S.A." December 13, WSM, home of "Grand Ole Opry," plays host weekly to a top country disk jockey from around the country. Billy's home town is Anvers, Okla. He attended radio school in Little Rock, Ark., and worked for Station KRMG, Ouga Beach, Mo., before joining KYRO in 1960. His hobbies are song-writing and singing.

COUNTRY MUSIC CORNER

By BILL SACHS

Help is needed to entertain the men behind the walls at the world's largest prison at Jackson, Mich., December 23-24. The plea comes from Al (Big Top) Daly, the prison's deejay and an ardent booster for country music. Al writes: "We'd like your help in making the all-night program, 'Rebel Round-Up,' from 6 p.m., December 23, to 6 a.m. on the 24th, a huge success by extending an invitation to all your readers to join us via tape (10 or 15 minutes), spinning their favorite country tunes. Please ask them to keep it country and refrain from spinning Christmas or seasonal mu-

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/14/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 3025	13
2	4	THE MATADOR Johnny Cash, Columbia 42880	6
3	2	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, Victor 827	8
4	5	COWBOY BOOTS Dave Dudley, Gold 3030	11
5	6	MOUNTAIN OF LOVE David Houston, Epic 9625	9
6	8	8 X 10 Bill Anderson, Decca 31521	17
7	9	THANKS A LOT Ernest Tubb, Decca 31526	12
8	7	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	8
9	10	CALL ME MR. BROWN Stevie Nicks, Columbia 42807	12
10	3	TALK BACK TREMBLING LIPS Ernest Ashworth, Hickory 1214	26
11	12	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	5
12	14	BEGGING TO YOU Harty Robbins, Columbia 42800	3
13	19	TROUBLE IN MY ARMS Johnny & Janis Moody, Columbia 42841	6
14	16	THOSE WONDERFUL YEARS Webb Pierce, Decca 31544	6
15	15	WILD, WILD WIND Stoney Jackson, Columbia 42807	6
16	21	B. J. THE D. J. Stoney Jackson, Columbia 42809	2
17	25	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	2
18	17	LET'S LIVE THEM OVER George Jones & Melba Montgomery, United Artists 635	2
19	13	TELL HER SO Wilburn Brothers, Decca 31520	13
20	11	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	19
21	18	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	5
22	20	WHAT'S IN OUR HEART George Jones & Melba Montgomery, United Artists 635	3
23	—	WE'VE GOT SOMETHING IN COMMON Faron Young, Mercury 72167	7
24	28	PEEL ME A NANNER Ray Dandy, Mercury 72204	2
25	—	THAT'S WHY I SING IN A HONKY TONK Warren Smith, Liberty 55615	2
26	—	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	1
27	—	D. J. FOR A DAY Jimmy "C" Newman, Decca 31583	1
28	30	THE GREATEST ONE OF ALL Melba Montgomery, United Artists 652	2
29	26	I CAN'T SAY THAT TO YOU Sheeter Davis, RCA Victor 8219	10
30	—	ANOTHER BRIDGE TO BURN "Little" Jimmy Dickens, Columbia 42845	1

sic, because that might bring the blues to our boys. Also, please mention that we'd like to hear from all those country folks who have guested with us in the past. If they can't find time to tape, ask them to wire or drop a card that we can read to the boys here. All material should be directed to Walter (G. B.) Kiesel '67982, care Kenneth K. Smith, 4000 Cooper Street, Jackson, Mich. 49201. All tapes will be returned after January 1 to avoid loss in the mails. Daly says further that he can always use releases from the artists and diskies for his regular platter shows for the boys at Jackson.

"Grand Ole Opry" Stringbean displays his talent this week at Davenport, Ia., Monday (9); Columbia, Mo., Tuesday (10); Springfield, Mo., Thursday (12); and Sedalia, Mo., Friday (13). Roy Acuff opens in Las Vegas December 17 to remain through January 13. Jimmy and Monroe and his bluegrassers are

(Continued on page 20)

Clyde Perdue Passes

MONTGOMERY, Ala. — Clyde Perdue, 49, former manager for the late Hank Williams and who later served in a similar capacity with the late Hawkshaw Hawkins, died November 26 at Veterans' Hospital here of a heart attack, following an illness of two months.

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Includes these top hits: DARLING, IT'S WONDERFUL • LET THE GOOD TIMES ROLL • HAPPY BIRTHDAY, BABY • WE BELONG TOGETHER • TIPS OF MY FINGER • LOVE IS STRANGE • BYE BYE LOVE • CASUAL LOOK • HEY, BABY • AND OTHERS.

"RAGS TO RICHES"

TEAR DROP 3022

SUNNY AND THE SUNLINERS

CALL YOUR DISTRIBUTOR FOR OUR LIBERAL DISCOUNT PROGRAM. STOCK UP NOW FOR THE CHRISTMAS SEASON.



JAMIE/GUYDEN DIST. CORP.

PHILADELPHIA 21, PA.

Hail THE VICTORS



JANE MORGAN

... A Big Breakout Single ...

BLESS 'EM ALL

b/w

**DOES GOODNIGHT
MEAN GOODBYE**

CP-713



ARTIE KAPLAN

... The Hit Instrumental Version

THEME FROM THE VICTORS (MY SPECIAL DREAM)

CP-717

Produced by Jack Keller

... from her great new album



Mono CP 460
Stereo SCP 460

THE ORIGINAL SOUND TRACK ALBUM

Mono CP 516
Stereo SCP 516



COUNTRY MUSIC CORNER

• Continued from page 18

current through December 22 at Ash Grove, Calif., adjoining Los Angeles. . . Ray Price and His Cherokee Cowboys play New Year's Eve in Tulsa, Okla. . . Ferlin Husky, following his current stand (9-14) at the Flame Room, Minneapolis, winds up the year at Lansing, Mich. 29; Muskegon, Mich., 30,

and Grand Rapids, Mich., 31, along with Skeeter Davis. . . Bill Anderson is routed for Kingsport, Tenn., December 13; Johnson City, Tenn., 14; Atlanta, 22; Raleigh, N. C., 29; Richmond, Va., 30, and Indianapolis, 31.

Golden West Auditorium, a new country music show place

located at 12400 Studebaker Road at Imperial Highway, Norwalk, Calif., celebrated its formal opening with a press party embracing cocktails, lunch and a fashion show December 2. The new country music auditorium is the realization of an idea nurtured some five years ago by businessman Olen S. Tibbels, who vowed to give Southern California a country music show place second to none. . . Johnny Elgin, of Kash Records, Nashville, has just concluded a swing through

West Tennessee and Mississippi, where he promoted the label's two new releases, "Hello City Limits," by the Carters, and "My Worst Habit," by Johnny himself. . . The Carter Family shows its wares at Meridian, Miss., December 20, and Laurel, Miss., 21. . . The Browns (Jim Edward, Maxine and Bonnie) make a p.a. stop at Burlington, Ia., December 28.

Greenville, Ky., celebrated Merle Travis Day November 30, with State, county and city offi-

cials, country music personalities and many of Merle's hometown folks in Mendenberg County participating in the celebration. Nearly 15,000 persons witnessed the celebration, and 15 radio stations and six TV outlets were represented at the event. Merle Travis Day was sponsored by Station WKYF, which was formally dedicated to the town on that date. Charles Stovall and Paul Gamplin had charge of arrangements for the affair. . . The Browns (Jim Edward, Maxine and Bonnie) and His Cimaroon Boys carry them to the Panther Club, Fort Worth, December 15; American Legion Hall, Sulphur, Okla., 17; Cimaroon Ballroom, Tulsa, Okla., 18; Tinker Air Force Base, Oklahoma City, 20; Aragon Ballroom, Oklahoma City, 21; Cimaroon Ballroom, Tulsa, Okla., 25; Playhouse, Wichita, Kan., 28; Cimaroon Ballroom, Tulsa, Okla., 31; Panther Club, Fort Worth, January 10-11, and Longhorn Ranch, Dallas, 12.

THERE IS ONLY ONE . . .

EDDY ARNOLD

Current single:

JEALOUS HEARTED ME c/w I MET HER TODAY #8253

Current chart album:

CATTLE CALL

produced by Chet Atkins and featuring uniquely Arnold interpretations of

THE STREETS OF LAREDO	TUMBLING TUMBLEWEEDS
COOL WATER	COWPOKE
CATTLE CALL	WHERE THE MOUNTAINS
LEANIN' ON THE OLD TOP RAIL	MEET THE SKY
OLE FAITHFUL	SIERRA SUE
A COWBOY'S DREAM	CARRY ME BACK TO THE
THE WAYWARD WIND	LONE PRAIRIE
	(JIM) I WORE A TIE TODAY

Current Inspirational album:

FAITHFULLY YOURS

produced by Darol Rice and Anita Kerr and featuring these songs of faith:

MY AWE THE GOOD LORD BLESS AND	THE VOICE IN THE OLD
KEEP YOU	VILLAGE CHOIR
GOD WALKS THESE HILLS	LOVE LIFTED ME
WITH ME	TAKE MY HAND PRECIOUS LORD
HE LIVES NEXT DOOR	WHERE WE'LL NEVER GROW OLD
OPEN THY MERCIFUL ARMS	THE UNCLOUDED DAY
GO LITTLE PRAYER	WONDERFUL WORDS OF LIFE
I LOVE TO TELL THE STORY	

Just for the Christmas Season:

CHRISTMAS WITH EDDY ARNOLD

Singing in a joyous yuletide with:

CHRISTMAS CAN'T BE FAR AWAY	C-H-R-I-S-T-M-A-S
WILL SANTA COME TO SHANTY TOWN	I HEARD THE BELLS ON CHRISTMAS DAY
JINGLE BELL ROCK	WINTER WONDERLAND
WHITE CHRISTMAS	UP ON THE HOUSETOP
SANTA CLAUS IS COMIN' TO TOWN	IT CAME UPON A MIDNIGHT CLEAR
	O LITTLE TOWN OF BETHLEHEM

As always, exclusively on

RCA VICTOR

The most trusted name in sound



Red Brigham, long active as a performer on radio and TV in New York State and New England, is new on the entertainment staff of John Lal's "Renfro Valley Barn Dance" at Renfro Valley, Ky. . . . Johnny and Joanne Mendel settled in Ventura, Calif., where they are currently holding forth nightly at their own pizzeria, the Ban-Dar. . . . Wade Ray is working a string of one-nighters on the West Coast. . . . Warren and Davis Smith and family have made the move to Nashville. . . . Jack Barlow, country deity at WQMA, Moline, Ill., has a new release, "All I Need Is You," on the Golden Ring label of Minneapolis. Jack wrote the tune himself, and Sure-Fire Music, Nashville, is the publisher. Barlow and his personal manager, Lonnie Hubbs, plan a business trip to Nashville soon. Barlow does six hours of country music daily on WQMA, Monday through Saturday.

Jimmy Newman is on a promotion tour in Indiana, Michigan, Ohio and Illinois, where he is appearing through the courtesy of various radio stations as honorary "D. J. for a Day" in conjunction with his latest Decca release by that name. . . . Dave Dudley, after cutting another album for Mercury in Nashville, headed back on the one-nighter trail through Minnesota, Iowa, Oklahoma and Texas. He then jumps east for appearances in Maryland and West Virginia and then plays a show for Mercury in Chicago December 29.

A Hubert Long package, featuring Skeeter Davis, pulled a full house, numbering some 4,000, to the National Guard Armory, Ashland, Ky., November 16, according to Gary Shively, musical director of WIRO Radio, Ironton, Ohio, which aired the show live in the Tri-State area. Show was directed by Herb Rush, assisted by WIRO's Hal Murphy, Ken Auble and Shively, with the station promoting the event six weeks in advance. Another country music layout is planned for the Ashland Armory in March. . . . Pamper Music songwriter-artist Willie Nelson, who recently has been residing in Texas and California, has purchased a small farm near Nashville and plans to settle there shortly after January 1. . . . A "Grand Ole Opry" presentation, featuring the Carter Sisters and Mother Maybelle, Jimmy Smart, Jimmy Swan and band, and Chris Collins, is set for Meridian, Miss., December 20. Emcee chores will be handled by Meridian deejays Bill Wilbourne, Marty Collins and Carl Fitzgerald.

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cial, country music personalities and many of Merle's hometown folks in Mendenberg County participating in the celebration. Nearly 15,000 persons witnessed the celebration, and 15 radio stations and six TV outlets were represented at the event. Merle Travis Day was sponsored by Station WKYF, which was formally dedicated to the town on that date. Charles Stovall and Paul Gamplin had charge of arrangements for the affair. . . . The Browns (Jim Edward, Maxine and Bonnie) and His Cimaroon Boys carry them to the Panther Club, Fort Worth, December 15; American Legion Hall, Sulphur, Okla., 17; Cimaroon Ballroom, Tulsa, Okla., 18; Tinker Air Force Base, Oklahoma City, 20; Aragon Ballroom, Oklahoma City, 21; Cimaroon Ballroom, Tulsa, Okla., 25; Playhouse, Wichita, Kan., 28; Cimaroon Ballroom, Tulsa, Okla., 31; Panther Club, Fort Worth, January 10-11, and Longhorn Ranch, Dallas, 12.

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ON MAJOR
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TELEVISION
this season...

HOOTENANNY
on the ABC-TV
Network
2 Shows—
one from
ANNAPOLIS
one from—
THE
UNIVERSITY
OF ARIZONA

THE BEST
ON RECORD
The Big Show of
the National
Academy of
Recording Arts
and Sciences
NBC-TV Network

THE
JIMMY DEAN
SHOW
on the ABC-TV
Network
December 5

THE
ED SULLIVAN
SHOW
on the CBS-TV
Network
January 26, 1964

A "SPOT SPOKESMAN"
for one of America's finest
companies:
THE CHEVROLET DIVISION OF
GENERAL MOTORS
through CAMPBELL-EWALD, INC.
and
CARBON
through STEWART, WASELY,
RUTHBAUFF & RYAN

Personal Management

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Limited Personal Appearances:
TOM DISKIN, ALL STAR SHOWS
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LAST MONTH							DECEMBER							NEXT MONTH						
NOVEMBER							SUN MON TUE WED THU FRI SAT							JANUARY						
S	M	T	W	T	F	S	1	2	3	4	5	6	7	S	M	T	W	T	F	S
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24	25	26	27	28	29	30	29	30	31					26	27	28	29	30	31	

ENGAGEMENTS

THUR. 19 DEC.

MEMORANDA

Last minute shopping tips
from **EPIC**

Washington Square
THE VILLAGE STOMPERS



LN 24078/BN 26078*/EN 620†

BLUE VELVET
Bobby Vinton



LN 24068/BN 26068*



SN 6042 A 4-record set



SN 6044 A 3-record set



LN 24064/BN 26064*



LN 24057/BN 26057*



LN 24061/BN 26061*



LN 24063/BN 26063*

*Stereo
†4-Track Stereo Tape

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Thursday, December 19, 1963

SEASON'S BIGGEST CHRISTMAS SINGLE



Cash Box

Christmas Picks

"DO YOU HEAR WHAT I HEAR" (2:54)
(Polygram 981-1000) (C) 1983
"THE LITTLE BELL" (2:58) (Polygram 981-1000) (C) 1983
The Valley Youth Choral (Polygram 981-1000)
The Festival label could have the timing down with this year with a beautiful reading by a lovely choir of a Christmas song, "Do You Hear What I Hear," composed in its development by "Little Town on the Hill," the established Festival member, they really make others sound on the top position.

The Valley Youth Choral

DO YOU HEAR WHAT I HEAR

B/W *The Little Bell*

FELSTED - 8693

THE AMERICAN *LONDON* GROUP

Another smash original cast album from *LONDON* RECORDS

ORIGINAL CAST RECORDING
Diane Dorst, Bernadette Weller and Page Productions present

FREDERICK O'NEAL
CHRISTINE SPENCER JIMMY RANDOLPH
OSSIE DAVIS in
BALLAD for BIMSHERE
a NEW Musical of BARBADOS

Lyrics and Music by IRVING (Lord Burgess) BURGE
Book by IRVING BURGE & LOFTEN MITCHELL

MIRIAM BURTON ALYCE WEBB CLEBERT FORD SYLVIA MOON JOE CALLAWAY
Fran BENNETT James TROTSMAN
Directed by ED CAMBRIDGE
Choreography by TALLEY HEATY
Entire Musical Direction by SAMMY BENSON

Produced by PHILIP FRANK
Music by IRVING BURGE & LOFTEN MITCHELL
Covers by JAMES H. HARRIS

STEREO
MADE IN U.S.A.

Entire score published by
BURLINGTON MUSIC CORP.
130 W. 30 STREET, NEW YORK, N. Y. 1

Now playing at
MAYFAIR THEATER
225 W. 46th St
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MONO
MA 7802

And from the show... a great single...

Jimmy Randolph SILVER EARRING

B/W
My Love Will Come By

5204

THE CRITICS RAVE!

"IRRESISTIBLE... SHEER EXCITE."
ANCE... A HEAT RAY? built up by
ferocious, rhythmic dancing, by moving and
immediately aware and by the sheer ex-
cessiveness of a single of dramatic ap-
pearance."—*New York Times*, N. Y. TIMES
"A WHIRLWIND OF FUN... Burge's
music and lyrics are top drawer, figure high
above the current Broadway crowd."—*New York Times*,
"Talent... PUTS BANG IN BIMSHERE."
A superb planning... creating more from
lightly over the top and over the top... and
the result is a very pleasant surprise."
—*James Davis*, DAILY NEWS

"BIMSHERE" EXUBERANT POMP,
equipped with lyrics that should get big
pages in the paper above and take home
the large company with through this entire
with surprising enthusiasm. It was a
reading version."
—*Robert Coleman*, DAILY MIRROR
"LUSTY... ENJOYABLE... Burge's
music is in the ideal album... it is irre-
sistible."
—*Kenneth*, Kadd, WORLD TEL & SUN
"FINEST MUSICAL COMEDY... Moments
carefully in view in New York... in-
teresting tonight."
—*Emory Lewis*, CUE

HOT 1

★ **STAR** performer—Sides registering greatest proportionate upward progress this week

W	T	Th	F	Sa	Su	DATE	TITLE	Artist, Label & Number	WEEKS ON CHART	PEAK POSITION
1	2	9					DOMINIQUE	Shirley Horn, Philips 4032	6	
2	4	23	41				LOUIE LOUIE	Rocky Morton, Philips 4032	6	
3	7	7					EVERYBODY	Tiny Tim, ABC-Paramount 10475	10	
4	2	1	1				I'M LEAVING IT UP TO YOU	Jack & The Goodtimes, RCA 921	11	
5	7	19	22				YOU DON'T HAVE TO BE A BABY TO CRY	John Lennon, RCA Victor 8007	7	
6	14	16	20				SINCE I FELL FOR YOU	Larry Wade, Calmar 1409	7	
7	8	14	19				BE TRUE TO YOUR SCHOOL	Dean Kay, Capitol 350	7	
8	15	26	38				Drip Drip	Elton John, Capitol 4912	5	
9	22	50					THERE! I'VE SAID IT AGAIN	Bobby Short, RCA Victor 8007	7	
10	11	12					WALKING THE DOG	Little Thomas, Inc. 140	11	
11	12	15					LITTLE RED ROOSTER	Tom Cook, RCA Victor 8007	8	
12	5	6					SHE'S A FOOL	Lesley Baker, Mercury 7710	12	
13	4	4					SUGAR SHACK	Donna Summer and The Brothers Johnson, Epic 5007	13	
14	19	17					WONDERFUL SUMMER	Ruben Ward, East 14320	7	
15	20	21					LODDY LO	Cherrie Charles, Warner Bros. 2391	7	
16	32	63					POPSICLES AND ICICLES	Honolulu, Chess Records 420	4	
17	9	3					WASHINGTOWN SQUARE	Village People, Warner Bros. 2391	13	
18	26	31					TALK BACK TREMBLING LIPS	John Lennon, Atlantic 4045	13	
19	16	5					IT'S ALL RIGHT	Impressions, ABC-Paramount 10475	12	
20	25	43					HAVE YOU HEARD	Regina Belle, Warner Bros. 2391	12	
21	8	3					DEEP PURPLE	New Tones & April Stevens, Epic 5075	14	
22	24	27					LIVING A LIE	Al Martin, Capitol 350	8	
23	34	45					QUICKSAND	Martha & The Vandellas, Eazy 703	7	
24	27	30					CAN I GET A WITNESS	James Earl Ray, Warner Bros. 2391	9	
25	40	60					FORGET HIM	Bobby Rayful, Calmar 300	9	
26	31	47					WIVES AND LOVERS	Jack Spector, Epic 5075	7	
27	36	48					MIDNIGHT MARY	John Pomeroy, Epic 5075	6	
28	53	71					THE NITTY GRITTY	Shirley 896, Calmar 300	5	
29	13	13					HEY LITTLE GIRL	John Lennon, RCA Victor 8007	9	
30	21	23					I WONDER WHAT SHE'S DOING TONIGHT	Henry & The Goodtimes, RCA 921	9	
31	42	57					KANSAS CITY	Tina Turner, Capitol 350	9	
32	35	48					BABy DON'T YOU WEEP	Tina Turner, Capitol 350	5	
33	28	38					IN MY ROOM	Barry Manilow, Capitol 350	7	
34	17	18					TWENTY-FOUR HOURS FROM TULSA	Sam Rivers, Mercury 1004	6	
35	39	51					THE BOY NEXT DOOR	Barry Manilow, Capitol 350	6	
36	18	9					(Down at) PAPA JOE'S	Barry Manilow, Capitol 350	12	
37	29	10					BOSSA NOVA BABY	Elton John, RCA Victor 8007	6	
38	23	10					MARIA ELENA	Elton John, RCA Victor 8007	6	
39	40	42					TR. LA LA LA SUZY	Neil Sedaka, RCA Victor 8007	6	
40	45	58					BAD GIRL	Neil Sedaka, RCA Victor 8007	6	
41	33	20					500 MILES AWAY FROM HOME	Barry Manilow, RCA Victor 8007	6	
42	66	78					FOR YOUR PRECIOUS LOVE	Barry Manilow, RCA Victor 8007	6	
43	41	28					WALKING PROUD	Doris Lawrence, Columbia 4260	6	
44	50	55					MISERY	Barry Manilow, RCA Victor 8007	6	
45	62	67					NEED TO BELONG	Barry Manilow, RCA Victor 8007	6	
46	52	63					I HAVE A BOYFRIEND	Barry Manilow, RCA Victor 8007	6	
47	56	61					AS LONG AS I KNOW HE'S MINE	Barry Manilow, RCA Victor 8007	6	
48	54	65					TURN AROUND	Barry Manilow, RCA Victor 8007	6	
49	53	68					YOU'RE GOOD FOR ME	Barry Manilow, RCA Victor 8007	6	
50	60	70					I GOTTA DANCE TO KEEP FROM CRYING	Barry Manilow, RCA Victor 8007	6	
51	51	54					RACS TO RICHES	Barry Manilow, RCA Victor 8007	6	
52	52						STEWBALL	Barry Manilow, RCA Victor 8007	6	
53	75						THAT LUCKY OLD SUN	Barry Manilow, RCA Victor 8007	6	
54	70						DRAG CITY	Barry Manilow, RCA Victor 8007	6	
55	59	62					YESTERDAY AND YOU	Barry Manilow, RCA Victor 8007	6	
56	57	60					SHE'S GOT EVERYTHING	Barry Manilow, RCA Victor 8007	6	
57	63	73					LONG TALL TEXAN	Barry Manilow, RCA Victor 8007	6	
58	65	75					YOU'RE NO GOOD	Barry Manilow, RCA Victor 8007	6	
59	63	68					THE IMPOSSIBLE HAPPENED	Barry Manilow, RCA Victor 8007	6	
60							PRETTY PAPER	Barry Manilow, RCA Victor 8007	6	
61	61	74					ALLY, ALLY OXEN FREE	Barry Manilow, RCA Victor 8007	6	
62	64	69					DAWN	Barry Manilow, RCA Victor 8007	6	
63	75	85					WHEN THE LOVELIEST STARTS SHINING THROUGH HIS EYES	Barry Manilow, RCA Victor 8007	6	
64	67	77					BE MAD LITTLE GIRL	Barry Manilow, RCA Victor 8007	6	
65	69	80					GIRLS GROW UP FASTER THAN BOYS	Barry Manilow, RCA Victor 8007	6	
66	48	56					I GOT A WOMAN	Barry Manilow, RCA Victor 8007	6	
67	82						SOMEWHERE	Barry Manilow, RCA Victor 8007	6	
68	47	52					YOUNG WINGS CAN FLY	Barry Manilow, RCA Victor 8007	6	
69	45						OUT OF LIMITS	Barry Manilow, RCA Victor 8007	6	
70	47						SURFIN' BIRD	Barry Manilow, RCA Victor 8007	6	
71	83						HOOKA TOOKA	Barry Manilow, RCA Victor 8007	6	
72	73	76					SUE'S GOTTA BE MINE	Barry Manilow, RCA Victor 8007	6	
73	77						THE MARVELOUS TOY	Barry Manilow, RCA Victor 8007	6	
74	76	84					BABy I DO LOVE YOU	Barry Manilow, RCA Victor 8007	6	
75							AS USUAL	Barry Manilow, RCA Victor 8007	6	
76	84						TODAY'S TEARDROPS	Barry Manilow, RCA Victor 8007	6	
77	82	89					GODD LITTA LOVE	Barry Manilow, RCA Victor 8007	6	
78	80	83					BEGGING TO YOU	Barry Manilow, RCA Victor 8007	6	
79	86	89					THAT BOY JOHN	Barry Manilow, RCA Victor 8007	6	
80							CHARADE	Barry Manilow, RCA Victor 8007	6	
81	90						COME DANCE WITH ME	Barry Manilow, RCA Victor 8007	6	
82							WATCH YOUR STEP	Barry Manilow, RCA Victor 8007	6	
83							WHAT KIND OF FOOL (DO YOU THINK I AM)	Barry Manilow, RCA Victor 8007	6	
84							HEY LITTLE COBRA	Barry Manilow, RCA Victor 8007	6	
85	89						IT'S ALL IN THE GAME	Barry Manilow, RCA Victor 8007	6	
86	90						THANK YOU AND GOODNIGHT	Barry Manilow, RCA Victor 8007	6	
87	91	99					THE CHER LEADER	Barry Manilow, RCA Victor 8007	6	
88							WE BELONG TOGETHER	Barry Manilow, RCA Victor 8007	6	
89							DID YOU HAVE A HAPPY BIRTHDAY	Barry Manilow, RCA Victor 8007	6	
90							DAISY PLETT PICKIN'	Barry Manilow, RCA Victor 8007	6	
91	93	96					DUMB BELL	Barry Manilow, RCA Victor 8007	6	
92	94	97					CROSSFIRE TIME	Barry Manilow, RCA Victor 8007	6	
93							SURFER STREET	Barry Manilow, RCA Victor 8007	6	
94							PLEASE	Barry Manilow, RCA Victor 8007	6	
95							I'LL SEARCH MY HEART	Barry Manilow, RCA Victor 8007	6	
96	100						ANYONE WHO HAD A HEART	Barry Manilow, RCA Victor 8007	6	
97							HOOYEANNY SATURDAY NIGHT	Barry Manilow, RCA Victor 8007	6	
98							BON-DOO-WAH	Barry Manilow, RCA Victor 8007	6	
99							WHY DO KIDS GROW UP	Barry Manilow, RCA Victor 8007	6	
100							COLD, COLD WINTER	Barry Manilow, RCA Victor 8007	6	

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Rank	Week	Title, Artist, Label	Wks on Chart	Rank	Week	Title, Artist, Label	Wks on Chart	Rank	Week	Title, Artist, Label	Wks on Chart	
1	1	THE SINGING NUN. Patricia Peck (Capitol), PCC 4663	6	62	1	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 3083 (CL), CL 3083 (CL)	21	135	1	TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7 Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	9	
2	1	IN THE WIND. Patricia Peck & Anne, Warner Bros. 1 1958 (CL), 1 1958 (CL)	8	63	1	BANNED IN BOSTON. Barry Warren, Jubilee 1 1958 (CL), 1 1958 (CL)	9	141	1	THE NEW CHRISTY MINSTRELS. Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	55	
3	1	THE SECOND BARBARA STREISAND ALBUM Columbia CL 3083 (CL), CL 3083 (CL)	14	64	1	LANGUAGE OF LOVE Barry Warren, Jubilee 1 1958 (CL), 1 1958 (CL)	15	106	1	I LOVE YOU BECAUSE. Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	27	
4	1	TRINI LOPEZ AT FI. Trini Lopez (Capitol), PCC 4663	22	65	1	SURFIN' U.S.A. The Beach Boys, Capitol 1 1958 (CL), 1 1958 (CL)	33	108	1	BLUE GENE Gene Phelan, Jubilee 1 1958 (CL), 1 1958 (CL)	4	
5	1	ELVIS' GOLDEN RECORDS, VOL. 2. Elvis Presley, RCA Victor (Capitol), PCC 4663	16	66	1	THE IMPRESSIONS ABC-Paramount ABC 410 (CL), ABC 410 (CL)	16	121	1	THE WHAM OF THAT MEMPHIS MAN Gene Phelan, Jubilee 1 1958 (CL), 1 1958 (CL)	3	
6	1	INGREDIENTS IN A RECIPE FOR SOUL Barry Warren, Jubilee 1 1958 (CL), 1 1958 (CL)	16	67	1	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	37	109	1	JAZZ SAMBA Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	66	
7	1	PETER, PAUL & MARY Peter, Paul & Mary, Capitol 1 1958 (CL), 1 1958 (CL)	86	68	1	BROADWAY—MY WAY Ray Charles, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	37	112	1	BLUE SLASH Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	3	
8	1	SURFER GIRL The Beach Boys, Capitol 1 1958 (CL), 1 1958 (CL)	13	69	1	RAMBLIN' ROSE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	65	83	1	PETER NERO IN PERSON RCA Victor (Capitol), PCC 4663	15	
9	1	WEST SIDE STORY David T. Brown, Columbia CL 3079 (CL), CL 3079 (CL)	112	70	1	JOHNNY The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	17	102	1	HEAVENLY Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	221	
10	1	MOVING Peter, Paul & Mary, Warner Bros. 1 1958 (CL), 1 1958 (CL)	48	71	1	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	24	104	1	KNOCKERS UP Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	162	
11	1	WASHINGTON SQUARE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	7	72	1	SCARLETT O'HARA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	117	1	THE VERY BEST OF CONNIE FRANCIS Connie Francis, Capitol 1 1958 (CL), 1 1958 (CL)	17	
12	1	THE BARBARA STREISAND ALBUM Columbia CL 3083 (CL), CL 3083 (CL)	36	73	1	ROCKIN' THE BOAT The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	13	119	1	CHUCK BERRY ON STAGE Chuck Berry, Capitol 1 1958 (CL), 1 1958 (CL)	17	
13	1	PAINTED, TAINTED ROSE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	34	74	1	THE GREAT ESCAPE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	13	120	1	FRANK FOUNTAIN SINGS LIKE CRAZY Frank Fountain, Capitol 1 1958 (CL), 1 1958 (CL)	17	
14	1	THE JAMES BROWN SHOW James Brown, Capitol 1 1958 (CL), 1 1958 (CL)	25	75	1	HERE'S LOVE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	6	123	1	TODAY'S ROMANTIC HITS—FOR LOVERS ONLY Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	2	
15	1	DAYS OF WINE AND ROSES The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	34	76	1	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	22	133	1	THE SURFARIS PLAY The Surfaris, Capitol 1 1958 (CL), 1 1958 (CL)	3	
16	1	BYE BYE BIRDIE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	34	77	1	LET'S GO! The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	16	81	1	SEVEN STEPS TO HEAVEN Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	152	
17	1	BACH'S GREATEST HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	8	78	1	ELLA & BASIE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	16	86	1	CALL ON ME Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	12	
18	1	JOAN BAEZ IN CONCERT Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	60	79	1	MALA FEMME & CONNIE'S BIG HITS FROM ITALY The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	9	126	1	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	59	
19	1	ROBERT GOULET IN PERSON Robert Goulet, Capitol 1 1958 (CL), 1 1958 (CL)	9	80	1	THE BEST OF JOAN BAEZ Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	4	137	1	WE SHALL OVERCOME The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	1	
20	1	RAMBLIN' ROSE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	17	81	1	THE SOUND OF MUSIC The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	208	118	1	CLEOPATRA Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	26	
21	1	LITTLE BOUCE DUPE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	6	82	1	THE SOUND OF MUSIC The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	208	119	1	ELECTRODYNAMICS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	6	
22	1	MARIA ELENA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	5	83	1	PRISONER OF LOVE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	12	120	1	NOT RUDY RALLY Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
23	1	JOAN BAEZ IN CONCERT, PART 2 Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	2	84	1	BIG FOLK HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	151	121	1	GREATEST AMERICAN WALTZES Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	14	
24	1	SHUT DOWN The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	23	85	1	CAMELOT The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	151	122	1	NIGHT BEAT Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	11	
25	1	ANY NUMBER CAN WIN Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	23	86	1	THE SMOTHERS BROTHERS AT THE PURPLE ONION The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	23	123	1	SHIRELLES GREATEST HITS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	47	
26	1	SINATRA'S SINATRA Frank Sinatra, Capitol 1 1958 (CL), 1 1958 (CL)	11	87	1	OLIVER The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	59	132	1	SURF CITY & OTHER SWINGIN' CITIES Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	19	
27	1	MY SON, THE NUT The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	6	88	1	I AM THE GREATEST The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	18	133	1	PREVIN IN HOLLYWOOD Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
28	1	CATCH A RISING STAR Joan Baez, RCA Victor (Capitol), PCC 4663	6	89	1	SEPTEMBER SONG The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	13	134	1	THE BIG SOUNDS OF THE DRAGS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
29	1	SUGAR SHACK Joan Baez, RCA Victor (Capitol), PCC 4663	5	90	1	LIGHTS OUT, SWEET DREAMS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	13	135	1	WASHINGTON SQUARE Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	4	
30	1	BLUE VELVET Barry Warren, RCA Victor (Capitol), PCC 4663	19	91	1	GENE FITZGERALD SINGS WORLD-WIDE WINNER The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	20	136	1	OLDIES BUT GOODIES, VOL. 3 Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	29	
31	1	I LEFT MY HEART IN SAN FRANCISCO The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	76	92	1	THE WORLD OF MIRIAM MAKEBA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	20	137	1	PAUL ANKA'S 21 GOLDEN HITS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	24	
32	1	THE FREWHEELIN' BOB DYLAN Bob Dylan, Capitol 1 1958 (CL), 1 1958 (CL)	15	93	1	BROTHER JACK McDUFF LIVE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	138	1	HEAT WAVE Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	4	
33	1	HOLLYWOOD—MY WAY The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	94	1	I WANNA BE AROUND The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	37	139	1	CRIS CROSS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	5	
34	1	LAWRENCE OF ARABIA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	42	95	1	THIS IS ALL I ASK The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	17	140	1	MORE Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	5	
35	1	THINK ETHNIC The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	36	96	1	GREAT SCENES FROM GERSHWIN'S PORCY & BESS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	11	141	1	SO MUCH IN LOVE Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	2	
36	1	GOLDEN HITS OF THE 4 SEASONS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	97	1	CRY BABY & 11 OTHER HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	4	142	1	WONDERFUL WONDERFUL Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	2	
37	1	WIPE OUT The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	98	1	THE SONGS I LOVE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	14	143	1	MARIA ELENA Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
38	1	MOON RIVER & OTHER GREAT MOVIE THEMES The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	84	99	1	FOOL BRITANNIA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	9	144	1	STREETS I HAVE WALKED Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	26	
39	1	ANNETTE'S BEACH PARTY The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	9	100	1	JOHNNY'S NEWEST HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	35	145	1	CURB YOUR TONGUE, KNAVE! Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
40	1	JOAN BAEZ, VOL. II Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	107	101	1	WEST SIDE STORY The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	166	146	1	BUDDY HOLLY STORY Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	153	
41	1	ROY ORBISON'S GREATEST HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	107	102	1	THE BEST OF THE CHAD MITCHELL TRIO The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	12	147	1	STOP THE WORLD—I WANT TO GET OFF Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	56	
42	1	SUNNY SIDE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	103	1	NUMBER 1 HITS, VOL. 1 The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	6	148	1	LITTLE TOWN FLIRT Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	26	
43	1	CHAD MITCHELL'S TRIO SINGIN' OUR MIND The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	6	104	1	SONGS I SING ON THE JACKIE GLEASON SHOW The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	19	149	1	WONDERFUL WORLD OF JULIE LONDON Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	4	
44	1	HOW THE WEST WAS WON The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	35	105	1	DEEP PURPLE The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	107	150	1	JOSE JIMENEZ IN HOLLYWOOD Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
45	1	TWO SIDES OF THE SMOTHERS BROTHERS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	35	106	1	THE CONCERT SINATRA The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	26			CONCERT FOR LOVERS Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
46	1	JOAN BAEZ, VOL. I Joan Baez, Capitol 1 1958 (CL), 1 1958 (CL)	94							CHECKERED FLAG Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	1	
47	1	MOE TRINI LOPEZ AT FI. Trini Lopez, Capitol 1 1958 (CL), 1 1958 (CL)	100							SHANGRI-LA Blue Sky & the Easy Listening Div., Capitol 1 1958 (CL), 1 1958 (CL)	9	
48	1	MONEY IN THE HORN The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	3									
49	1	MONDO CAMEO The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	29									
50	1	JOHNNY'S GREATEST HITS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	293									
51	1	MY BOYFRIEND'S BACK The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	12									
52	1	THEMES FOR YOUNG LOVERS The Impressions, ABC-Paramount ABC 410 (CL), ABC 410 (CL)	26									

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Stereo

Tradesters Pay Tribute To Veteran Danny Engel

CINCINNATI — Some 150 members of the music, radio and TV trades, many from out of town, gathered at the plush Lookout House, Covington, Ky., Tuesday night (3) to pay tribute to the nationally known song plugger, Danny Engel, in celebration of his 50th year in the music business, the last 38 as traveling rep for Chappell Music of New York, occupying the place of honor with Danny was his wife Beryl.

Following the dinner, Jack

Remington, WKRC program director, toast-mastered the proceedings and held speech-making to a minimum. More than 50 congratulatory wires were received from those unable to attend. Entertainment highlight was the comedy and straight pianistics of Russ David, of Budweiser commercials fame and for the last 25 years musical director of KSD-TV and radio, St. Louis. He also succeeded in hinging Danny to the mike to warble a pair of old standards. To climax the night's activity, the Engels were presented with a check to apply on a round trip to Europe, which they plan to make next summer.

The idea for the Engel celebration was nurtured by Nick Albarano, regional promotion manager for Epic Records out of Chicago. Handling arrangements for the affair was a committee made up of Tom Gelardi, Capitol, Detroit; Hugh Dallas, Columbia, Detroit; Chuck Moore, Columbia, Cincinnati, and Lee Fogel, Cleve-Disk, Cincinnati.

Among the out-of-towners who came in to honor Danny were Irving Brown, executive vice-president of Chappell Music, New York; Barney Fields and Erwin Burg, Chicago; Mr. and Mrs. Russ David, St. Louis; Solly Solomon, Pittsburgh; Max Callison, Fort Wayne, Ind.; Mr. and Mrs. Al Chotin, Bert Press, Julian Miller II and Mr. and Mrs. Milton Mandell, all of St. Louis; Mr. and Mrs. Joe Bettman, Dayton, Ohio; Harriet Kass, Chicago; Nick Albarano, Chicago; Tom Gelardi, Detroit, and Hugh Dallas, Detroit.

Victor Inks Sam Cooke

NEW YORK — Sam Cooke and RCA Victor Records have concluded contractual negotiations that guarantee the singer a long-term exclusive deal with the label.

Cooke, who has been with RCA Victor since 1960, is currently riding his eighth consecutive hit (12th position on Billboard's "Hot 100"), "Little Red Rooster," culled from his "Night Beat" album (on Billboard's LP chart for 13 straight weeks).

Chattahoochee Buys 2 Masters

HOLLYWOOD — Mrs. Ruth Conte, head of Chattahoochee Records, has purchased two new masters: "Who Needs You," by Bobby Paris and "Ebony," by the Naturals. The latter disk was bought from Del Chapman of Boise, Idaho, while the Paris disk was made locally.

MUSIC AS WRITTEN

NEW YORK

The Bobby Darin Fan Club is raising money with the co-operation of MARCH (the new charitable organization formed by women in the music business) for Christmas gifts for the children of the University Settlement House on Rivington Street, here. Bobby has asked his fans not to send him Christmas or birthday gifts but rather to contribute that money to local charities. . . . The Theodosius Monk concert at Philharmonic Hall scheduled for this past Friday (29) has been re-scheduled for December 30. . . . Periscope Records has moved to a new location in Brookline, Mass.

CINCINNATI

Pianist Gardner Benedict, who for years led his own show and dance band in local theaters and nightclubs, has closed at the Tappery in the Hotel Netherlands Plaza to take up similar duties at Suttiniller's in Dayton, Ohio. . . . Capitol's Max Callison, in from Fort Wayne, Ind., Tuesday (3) to attend the dinner party honoring vet song plugger Danny Engel. He capped the stay here with a visit to old friend Larry Vincent, pianist-comedian, now in his seventh week at the Rendezvous 'neath the Fountain Square Hotel. Max was accompanied by Fraternity Records president Harry Carlson and wife Louise, and the writer. Vincent long has operated his own label, Pearl Records.

Charlie Rich has just concluded an extended swing through the Middle West and East to plug his new Groove re-

lease, "Big Boss Man" b.w. "Let Me Go My Merry Way," and returned to his home here, Memphis. On his stop-off here, Charlie was squired around the decay beat by Charles J. Boyd, vet RCA Victor field rep. . . . John Jossy, regional manager for Capitol Records out of Cleveland, in town last week for a powwow with local Capitol branch sales manager Bill Dawson. . . . Chuck Moore, promo man for Columbia here, finalized a tie-in with the local Coke people last week, whereby purchasers of a pre-selected list of Columbia Christmas albums will receive free a six-pack of Coca-Cola. Albums on the list are those of Johnny Mathis, Andre Kostelanetz, Leonard Bernstein and Mormon Tabernacle Choir plus "Holiday Sing-Along With Mitch" and "Christmas With Coniff." Promo covers the Cincy area only and runs for 10 days, starting December 13. . . . The Travelers 3 (Charlie Oyama, Pete Apo and Dick Shirley) are in the midst of a three-weeker at the Riverside, Reno, Nev.

BILL SACHS

Thanks from the publisher of

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David Gates

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Studio City, California
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(STAY WITH ME)"

Nick Noble

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THE LESTER LANIN DANCE ALBUM

AMERICA'S TOP DANCES. RECORDED IN THE PROPER TEMPOS FOR PARTIES AND DANCE STUDIOS.



SN 6046/BSN 146 Stereo 2-record set



inside booklet



CALL YOUR  DISTRIBUTOR FOR IMMEDIATE DELIVERY!

HIT OF THE WEEK

AUSTRALIA

(Courtesy Music Maker, Sydney)

Debut local origin

This Week

1 DOMINIQUE—The Singing Nun (Philips)

2 DO YOU LOVE ME—Brian Poole (Decca)

3 YOU'LL NEVER WALK ALONE—Gerry and the Pacemakers (Columbia)

4 ROYAL TELEPHONE—Jimmy Little (Parlophone)

5 DANCE ON—Kathy Kirby (Decca)

6 PAINTED, TAINTED ROSE—Al Martino (Capitol)

7 HOOBYANNY HOOT—Shirley Bassey (Mercury)

8 WASHINGTON SQUARE—Village Bombers (Capitol)

9 LIVING A LIE—Al Martino (Capitol)

10 24 HOURS FROM TULSA—Gena Phyllis (United Artists)

11 THE CRUSHER—The Allentons (CBS)

12 I CAN HAVE NOTHING BUT YOU—Shirley Bassey (Mercury)

13 SUGAR SHACK—Jimmy Jeter (London)

14 BLUE BAYOU—Roy Orbison (Mercury)

15 MARIA ELENA—Los Indios Tabalares (RCA)

- 26 THE FIRST TIME—Aqua Faith (Parlophone)
 27 Fools Rush In—Rick Nelson (Brunswick)
 28 DEEP FURRY—Nino Tempo & April Stevens (London)
 29 YOUR MIND'S OUT OF CONTROL—Carter-Lewis (Orion)
 30 I CAN DANCE—Brian Poole and the Tremeloes (Decca)
 31 GEORGE WINNER MUSIC

IRELAND

(Courtesy Irish Times, Ltd., Dublin)

Debut local origin

This Week

1 YOU'LL NEVER WALK ALONE—Gerry and the Pacemakers (Columbia)

2 BLUE BAYOU—Roy Orbison (Mercury)

3 MEMPHIS, TENNESSEE—Chuck Berry (Poly)

4 SUGAR AND SPICE—Saucers (Poly)

5 THEN HE KISSED ME—Crystals (London)

6 BOSSA NOVA BABY—Elvis Presley (RCA Victor)

7 IT'S ALL IN THE GAME—The Beatles (Capitol)

8 SUNDAY—The Beatles (Capitol)

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THE MOST IMPORTANT DOCUMENTARY
ALBUM OF OUR GENERATION

a documentary

JOHN F. KENNEDY

the presidential years

(1960-1963)

TFM 3127



Recorded by
Fox Movietone News

International

NEWS REPORTS

Norse Rib Politics



OSLO—This is the cover from the Norwegian EP "Daglig liv i folkehjemmet" (translated "Daily Life in the Welfare State"). It is a satire on the political life in Norway not unlike Vaughn Meader's "First Family."

The EP has gotten wide play on the state-owned radio and has experienced heavy sales that have boosted it into the No. 5 position on the singles Top 10 this week only 12 days after its release.

The record is composed of short dialogues between actors representing Prime Minister Einar Gerhardsen and leading politicians. The script was written by Arild Følberg, head of the Entertainment Department of the government radio NRK (Norwegian Radio Organization). The EP is the brainchild of managing director Eilif Meyer at Nera A/S which is the RCA Victor affiliate in the country.

The picture shows Finn Gustavsen, leader of the Socialist minority in the Norwegian parliament, pulled a chair from under the prime minister, labor leader Einar Gerhardsen. The sign on Gerhardsen's chest reads: "Good Boy." In the background the conservative opposition is shown ready to present bills which point up the government's poor luck in passing legislation. (Interior political doings here put the conservative opposition, with the help of the Socialist minority, in control of the government for 28 days.)

The EP has been so successful that Nera is already planning a follow-up entitled "Jul i Folkehjemmet" ("Christmas in Our Welfare State"). This record will be given as a Christmas present to the country's Liberal leader, M. Roiseland—as Santa Claus.

AUSTRALIA

Starr, O'Keefe Get Gold Disks



GETTING ACQUAINTED: Part of Philips' plan of bringing its far-flung affiliates and customers from around the world was implemented a short time back when the label brought Japanese dealers to Europe. They toured the Continent and England. The leader of the delegation, M. Ito, of Nippon Victor, is shown here with British arranger

By GEORGE HILDER
19 Todman Ave.
Kensington, Sydney, N.S.W.

Festival Records is presenting Lucky Starr and Johnny O'Keefe with gold records. O'Keefe for his chart topper "I'm Counting on You," and Starr for his hit "I've Been Everywhere." Starr is currently in Sydney for a brief holiday after a four-month stint Stateside. During his sojourn in America, a long-term contract was signed by the artist with Dot Records. Arrangements were made for Lucky's American masters to be released in Australia and New Zealand through his original record company Festival. The first single scheduled for release on December 2 were two sides, cut under the direction of a.k.a. man Jimmie Rodgers titled "Blister"

b.w. "Poor Little Jimmy Brown."

One of Sydney's top-rated teenage shows, "Saturday Date," has recently gone national. . . . Two new items from the W & G catalog are a single by Johnny Chester titled "Furry Days" and an album of Melbourne jazz man Frank Traynor and His Jazz Frolics. . . . Astor Electronics of Melbourne has released its newly acquired label Audio Fidelity. The material, "The Brave Bulls," "Guerrilla Flamenco" on the first release, has been available for quite some time via import selling at \$6.99, but only recently are the albums are selling for \$4.50. . . . Visiting Sydney and Melbourne for top-level discussions is A. J. Wyens, managing director of his Master's Voice, Ltd., New Zealand. . . . Chappells Music house has lifted the restriction of the musical "No Strings" due for presentation in Australia next year, the Capitol album of the original Broadway cast will be available next month. . . . Proof in the upsurge of country and western music continues when EMI artists Reg Lindsay and Slim Dusty combined their talent to present a four-hour sellout concert in the City Hall, Parramatta.

Belinda Music acquired for Australasia the world bit, "Domine."

BRITAIN

Dealer Unity Makes Strength

CHRIS HUTCHINS
News Editor,
New Musical Express

A new and powerful body has emerged by the formation of the Retailers Joint Record Council, a body comprised of representatives of three trade associations—the Gramophone Record Retailers Association, the Music Traders Association and the Radio and Television Retailers Association.

The RJRC has been formed for joint consultations with manufacturers and factors. Normally it will meet three times a year to discuss matters of policy and promotion appertaining to the whole industry, but an action committee can be called at any time to deal with an emergency.

American plans have now been set for Britain's biggest-ever recording sensation, the Beatles. The group flies to New York on February 7 to make its debut on the "Ed Sullivan Show" two nights later. Immediately after their appearance the Beatles will tele-record another slot for use in the show later in the year.

The following morning the foursome will be interviewed by New York press before flying to Miami Beach for a five-day holiday, and a rapid follow-up appearance on the Sullivan show on February 14. Fellow Liverpool group Gerry and the Pacemakers have had their Sullivan show debut brought forward to March 8.

American stars missing dates here have given several promoters big problems. Little Richard sailed back to New York before completing his schedule with Duane Eddy to receive treatment for an ankle injury. After missing two dates, he reappears and cancelling a third. Gene Pitney flew home without undertaking a single date on the long ballroom itinerary set for him by Roy Tompsett. Dee Dee Sharp was expected back to complete her schedule of ballroom and concert dates after flying home to see her ailing grand-

BRITISH RETAIL MAN LIKES DUTCH SET-UP

LONDON—Gramophone Record Retailers Association chairman Derek Sabin has reported to the association's executives on his trip to Holland to examine the Dutch recording industry. He told the executives that the pattern of disk trading in Holland might well serve as a guide to future development of the trade in this country.

In particular, Sabin commented on Holland's strict ruling regarding the exclusive supply of records to members of the country's retail organization and the vice-versa agreement whereby dealers could only purchase from members of the manufacturers organization.

He also told the GRRA that there were only two "sale" periods each year during which dealers could sell records at prices below those set by the industry. Even then the LP's sold during the two-year old and classical LP's more than two years old. The organization—which is preparing to further strengthen its position shortly by joining the National Chamber of Trade and Commerce—is looking closely into all aspects of Sabin's report and it may well prove influential in future policy decisions.

IN NORWAY

Success Spurs Local Disks

OSLO—Domestic product continues to hit here in Norway.

The political satire "Daglig liv i folkehjemmet" on RCA Victor this week moves up to No. 3 slot in the VG-chart. A point of the fact that the record is slightly more expensive than the ordinary 45 singles. At the same time the unusual disk "Kor tait min fena" also entered the parade as sung by a small town photographer Roger Engvik on the Philips label. The Polish-American polka was originally entitled "Who Stole the Keeschka."

Also for the first time in recording history here, a jazz locally made LP has been issued. The man behind the idea is Thor Dyrnes, a Norwegian Gramophone-kompani who produced the record with Jols. Berg. Roger Arnholdt Sound Studios did the recording. The record is produced by technician Svein Sundin. Eleven local jazz bands perform on the platter, which will be entitled "Metropol Jazz," named after

mother but she did not return and also had to be replaced on a major television show. Promoter Harry Dawson who booked Dee Dee Sharp—has set up a three-week tour for the Ronettes commencing January 5. Dawson is hoping to arrange a booking on "Sunday Night at the London Palladium" for the group.

In association with Mercury, the William Morris Agency will handle the Caravells' visit to America in the new year. Mercury has inked a deal to release the girls' next four singles and two LP's in the U. S. on its subsidiary label, Smash. . . . If his schedule permits, the risks will return to America toward the end of March for another stint at the Blue Angel, moving over to Mr. B. B. King in Chicago in mid-April. . . . Impresario Bernard Defont has signed Anthony Newley to direct "Thin and Fat," a new musical by Newley and his "Stop the World" co-writer Leslie Bricusse—here in the spring. The project releases a pre-Broadway run in London of "Golden Boy" starring Sammy Davis. . . . Earle Kauter has set for his third season at the Talk of the Town from September 14 to December 13 next year.

During a short stay, Caterina Valente recorded an album "The Songs I Sang on the Perry Como Show" with accompaniment by Roger Lavers at the Royal Albert. Disk is primarily for U. S. release, although it will subsequently be issued here. . . . Gene Pitney was waxed two Be-

the Metropol Jazz Club in Oslo. Two vocalists are featured on the record, Karin Kruger and Laila Dabest.

An unusual facet of the album's production was the fact that none of the musicians were paid, but will receive payment as the disk begins to sell.

under 20-year-old publicist Andrew Oldham's direction. The numbers were penned by the Rolling Stones' manager, who handles which Oldham handles. . . . Other visitors included Andy Holmstedt—in from SGA. . . . (for talking to EMI head office), Warner Bros. International director Bobby Weiss, and the vice-president of RCA International, Ltd. (Geneva), Dr. Peter Baumgartner.

Ember Records boss Jeff Kruger has returned from Brussels where he inked a deal with the label to release his new album under his banner. Initial releases include albums by Manrice Chevalier and Charles Aznavour.

Johnny Mathis is coming to Britain next month and the night before he headlines ATV's Sunday Night at the London Palladium on January 5 Mathis will make a brave return to the panel of BBC-TV's "Juke Box Jury." He came in for some harsh criticism on his last visit after ruthlessly panning most of the records submitted to the jury and attacking several British artists. . . . Following the cancellation of a date in Germany, Garry Bonds flew to London to join the band. Duane Eddy tour. Duane lost his Rebels from the tour following a Musicians Union ruling shortly after its start. . . . Richard flew back to the U. S. before completing his schedule with the show. . . . Organist Roger Lavers will be responsible for the haunting sound on the Tornado's three-million-selling "Telesat," has formed

SUE MINA OVER PACT

ROME—Mina's effort to change her disk label has involved her in a lawsuit with her former label. It is said to have paid her \$72,000 to leave the contract a year ago to last until May 10, 1965. The singer contends that the company did not live up to terms of the agreement. Itadisc has presented its story and also offers to let her to urge them not to enter into a contract with the singer.

own group, the Microns, following his recent split with the Tornados. Decca has just issued Lavern's first record with the Microns, "Christmas Stocking"—it's his own composition. . . . Broadway star Edith Piaf will undertake her first British cabaret stint at London's Talk of the Town for at least three weeks from February 19.

Johnny Dankworth wrote, arranged and scored the music for his own's new Fontana album "What the Dickens"—all 15 tracks were inspired by places and characters in Charles Dickens' works. The LP will also get U.S. release on Fontana.

SMASH

On a New Label
MAR-V-LUS

"DON'T TURN YOUR BACK ON ME"

by

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CANADA

CHUM Beefs Up Morning Air Spot

By WRAY RUTLEDGE

Station CHUM has a new morning show in Buffalo 10's Jeanne Joy, who has had a top-rated TV show during the supper hour. Although the show was aimed at children, he acquired a great adult audience. CHUM, a solid No. 1 in the market for over five years, has slipped some in the past six months. The new morning man should beef up ratings in the 6 a.m. to 9 a.m. stanza.

Dave Mickie turned up this past month at CKCR in Kitchener, Ontario. This station's sister operation in Hamilton, CHIQ (for over a year a solid C+ operation), is now headed for the format radio plan.

"Dominique" reigns as the big seller, but some good comers are the Lemmy Welch record, and Shannon's "Sue's Got a Mine," and Gene Pitney's "Twenty-Four Hours From Tulsa." The hottest new release around the country is "You Don't Have to Be a Baby to Cry," by the Caravels, and "Drip Drip" by Dio.

The unreasonable weather has had a very definite effect on the record industry as a whole. The first snow of the year has yet to appear which usually gets the record buyers looking and buying.

Personnel changes in the industry of late cover the exiting of Wray Rutledge from Universal-Continental, with future plans as yet unannounced, and the newly appointed promotion man for RCA Victor, Jack Egan, as departed the Montreal office and will return to Toronto. Dennis Lapointe has exited the Montreal branch of Phonix again with plans as yet unannounced.

EIRE

Video Tape Holds Shows

By KEN STEWART
Irish Times, Ltd., Dublin

At a press conference in Dublin, Ginnar Rugheimer, the Swedish-born controller of properties of Telefilm Eireann, outlined plans for the first quarter of 1964. He said they were hampered by lack of equipment, hav-

ing only two \$70,000 video-tape recorder units. Main news entertainment spot is Solo, featuring largely local names. The highly rated "Joe Linnane Show," which currently incorporates a talent contest, is to be extended to one and one-quarter hours. A record 53 per cent of programs will be home produced.

In view of the Clancy Brothers and Tommy Makem upcoming visit, the spectacular demand for their disks should continue for some months. Irish Record Factors chief Thomas Manahan told Billboard that his firm hoped to issue their "Armagh Lull" LP before Christmas, in addition to three EP's. . . . Thomas Gorman, said to be representing an Irish London-based syndicate, flew in for negotiations which could result in Dublin's Olympia Theater becoming a ballroom. . . . Telefilm Eireann producer James Plunkett and international recording artist Jimmy O'Dea declined nominations in the 1963 Gaiety Television Awards. . . . Adam Faith's Christmas special for Irish television will include guest spots by Susan Singer, Brendan Bowyer and Doree Rock, whose first single for Pye, "There's Always Me," is moving toward the chart. . . . EMI (Ireland), Ltd., issued "The Glory of Ireland," by Brendan O'Dowda, one of the top selling local singers.

GERMANY

Honor Doelle's 80th Birthday

By JIMMY JUNGGERMANN
102 Issmaninger Street, Munich 27

One of the grand old men of German light music celebrated his 80th birthday this month, Franz Doelle. His most famous standard is "Wenn Der Winter Fliedert Wieder Blüht," written in 1928, is available now in some 100 different recorded versions all around the world, under the title "When the White Blue Lilac Blooms Again" in the States and in England.

After a short time with the Barclay label in Paris, Marcel Dietrich returns to the EMI label. Consequently, her German labels will change from Ariola-Eurodisc to Electrola-Comodor.

Polydor released 10 LP albums on the Brunswick, Coral and MGM labels is offering a series "My Greatest Song." The featured artists are: Dietrich, Peggy Lee, Al Johnson, Brenda Lee, Louis Armstrong, Bing Crosby, Ella Fitzgerald,

Connie Francis, Buddy Holly and Judy Garland.

Peter Kirschberger-Wallace, grand-grand nephew of Gen. Lewis Wallace, author of "Ben-Hur," is the newest of German singers. His first disc for the Ariola label will be "Black Sidel of Idaho." . . . Paul Rieger has received the publishing rights in Germany for "Twenty Years" from Shapiro-Bernstein.

To meet huge demand Teldec rushed out a special Elvis Presley catalog which offers the German market 18 LP albums, 36 EP albums and 24 singles. This is the biggest catalog any foreign artist can offer in Germany.

HOLLAND

Folk Album Tied To Ceremonies

By SKIP VOOGL
Joh. Camphuyser, 189, The Hague

Fitting in with the 1813-1963 150-year anniversary of the Dutch Society for Folk Singing organized a "Week of Folk Singing" in November, some highlights being H.R.M. Princess Beatrix. Philips has released an LP under the title "A Nation That Sings."

Johnny Halliday is one of the leading new Dutch artists in Holland. His slow ballad, "Ten Tendere Annees" is climbing fast to the 100,000 mark. His new film, "Dou vienst-u, Johnny?" (Where Do You Come From, Johnny?), will be premiered in the Dutch cities of Amsterdam and The Hague December 19.

Otto Vriezenberg, of L. C. Phonogram, has great commercial expectations of the important song of Halliday's film: "Pour moi le vie va commencer" (For Me Life Will Start Once More). New discovery on the Dutch teen-age market is young singer Roek Williams with his accompanying group, the Fighting Cats. Rock wrote two numbers, "Jane" and "You Walked Away" (both in English), released on Fontana.

His Master's Voice's comedian Toon Hermans, known best for his recorded "One Man Shows," has been awarded with the Golden Badge of Honor at a big carnival-meeting in Valkenburg. . . . Bovens's Columbia label has issued a Dutch version of Paul Kane's carnivalesque beer song, sung by Rein van Amstel. . . . Liberty LP's by

HUNGARY

'Kiss Me Kate' In Hungarian

By PAUL GYONGY
Dere Kutas 6, Budapest

The Municipal Operetta Theatre in Budapest held the first performance of Sam and Bella Spewack's production of Cole Porter's "Kiss Me Kate" with striking success. János Várkonyi and Zsuzsa Petress as Fred Graham and Lily Vesseli cast off old operetta habits and assimilated the musical comedy style. The whole production was thunderously applauded by a sold-out house. The score had to be adapted to the typical operetta orchestra of the theater, and Cole Porter is fortunate to have had arranger Ferenc Gyulay-Gaul, adapt the composer's original score. Hungarian adaptation is by Tamas Ungvari, lyrics done by G. Gyorgy Dezes.

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ITALY

Song Pioneer
Buti Dies

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

Carlo Buti, who is credited with "inventing" the modern Italian song, died in Florence at 61. Beginning with Florentine songs, he developed a style which has remained popular until the present day. His greatest period of activity was in the years between the wars but his

last work was heard in the 1956 San Remo Festival. His best known composition is probably "Violette Tzigane" (Gypsy Violin), which had a revival success three years ago.

Antonino Barattì, formerly of CAM, has joined the publicity office of Voce del Padrone. . . . Music inspired by Walt Disney films will again be the subject of a one-day event at San Remo December 23, with Giorgio Garbo, Edoardo Vianello, Gianni Morricone and Pino Donaggio offering compositions. . . . News of other artists who record for Clan is now printed on special foldout jacket used with every new 45 disk issued by the label. . . . First disk by Gigliola Cinquetti, winner of Castrocaro

Terme, will be one of San Remo's two new voices, has been issued by CGD.

Nilla Pizzi, one-time top pop in Italy, has returned from her retreat in Acapulco to spend a year in p.a.'s. . . . To promote latest disk of Peppino di Capri, Carisch is using designation "Peppino X 3," meaning point to the third power. Disk is "Baby, Be My Baby." . . . TV's "Dream Fair," which has become the launching platform for new disks, is trying a double with "The Only Reason," presented by Milva in a new style and Clan's Don Backy in "I Am Alone." Rita Pavone has been signed to star in an original TV musical comedy. . . . Odeon has come up with first

"Merry Christmas" LP featuring eight different vocalists and groups in 14 numbers. . . . Britta Martell of Germany sings in English and French on her latest Polydor release.

NORWAY

Adams Cutting
Hit in German

By ESPEN ERIKSEN
c/o Verdant Gang, Oslo

Singer Ray Adams, who scored in Scandinavia with his recording of "Jag har bott vid en landsväg" (I Have Lived by a Highway) this spring, will record the Swedish melody in German. Title will be "Heute Nacht (Tonight)," and he will use the same playback as in his original version. Fontana will issue the record.

Henry Skibred, a singer baritone performing in the country style, has recorded "Merry Christmas/Come Christmas" on Odeon in English, and it is clear that the record will have spins on BBC during a special international Christmas program. The children of NATO officers living in Norway also perform on the platform.

This winter's domestic bit looks like "Kem har tatt min fona" which has been recorded both by Norsk Phonogram and Nor-Disc. Phonogram has the original version by newcomer Roger Enaykly, while the Vedland Duo sing on the Nor-Disc label. The tune is Polish-American with local words by Phonogram's . . . Max Reif Wesseland. Label is Philips.

PUERTO RICO

Record Acts
Herald Season

ANTONIO CONTRERAS
2020 España St., Santurce

Puerto Rico has an unusual crop of recording stars appearing at night clubs, hotels and dance places during the month of November.

Perez Prado arrived with a big orchestra and group of girl dancers. His dance-dances and theater appearances have been disappointing. . . . Joe Cuba with his small combo, in their first visit to Puerto Rico, have taken the place by storm. Sales of their newest SEICO album "Diggin' the Most" are zooming. . . . Tito Guizar is always a favorite and has a legion of friends among Puerto Ricans. . . . Sarah Vaughan is opening in a few days at one of the plush hotels, in what I believe is her first appearance in Puerto Rico.

NEW ZEALAND

Wren Gives
Hoot a Try

By FRED GEBBIE
Box 505 Auckland, N. Z.

Harry Wren has announced that his Celebrity Circuit will bring 30 hootenanny artists to New Zealand early next year. Sixteen to appear at Wren are Johnny Cash, the Brothers Four, the Gateway Trio, Sheb Wooley and a return of Freddy Morgan. Local lads set to tour for artists organization with the troupe include Bill and Boyd, Max Merritt and His Meteors, the Yoesmen (whose first release was under Morgan's direction has capped over 10,000 sales in Australia), and local lads Lynn Barlow and the New Zealand artists.

Rumor has it that Harry Miller's next presentation will star top British group the Beatles.

NZBC has chosen to replace Colta Broderley and Ian Watkins "In the Groove" with Lever Bros. Hit Parade composer Ted Thorpe and one-time "Groove" producer Kevin Moore, now residing in Wellington. "Groove" is the most popular teen TV record show in New Zealand.

Top selling LP in New Zealand is the controversial "Fool Britannia." . . . Henry Levin who first started the career of Howard Morrison here, will be associated with them once again next month when he plans to take them on yet another tour of New Zealand. Also to go with the boys are Bob Parry, Peter Poni and Flea Chaplin. . . . Singer Toni Williams flew in last week from Australia and cut five tracks for La Gloria, released now through Viking. These will come out next year on an LP.

Zodiac Records, the local Auckland label, signed on as recording technician in English sound man John Hawkins. So far he has cut sides with pop warbler Ray Woolf that would match up with any overseas waxings and given good original material could boost our releases of New Zealand bred artists overseas. Before cutting for Zodiac, John was with Cannon Records in England.



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Triangle Shows in Syndication

NEW YORK — Several new radio and TV shows are being offered stations by Triangle Program Sales, Walter Reader-Sterling and Overseas Broadcast Service, Inc.

Triangle has released for syndication "Window on Washington," a daily series from Triangle's new bureau in the capital. The series, now being aired on the group's five AM outlets, features correspondent Ann Byrd, interviews, straight commentary, and on-the-spot news coverage with emphasis on prominent people.

The 140 minutes taped each week are divided into five daily five-minute programs, plus one 15-minute special segment for

weekend use.

Another Triangle syndication offering is "Keter Contacts," a daily radio interview series which features sportscaster Les Ketter. The program spotlights each day an off-the-record conversation with one of the big names from the world of sports.

Y. A. Title, Tom Trabert, Willie Mays and Bob Cousery comprise a typical week's guest line-up, each talking with Ketter by telephone in five-minute segments. Producer of the series is Tom Jones, newly appointed program co-ordinator for the station.

Programs currently being offered by Triangle include both
(Continued on page 37)

SEGUE

Bob (Coffeehead) Larson, kingpin Milwaukee deejay (WEMP) joined WIND (Chicago) last week, part of a major shakeup at the Group W top-rater. Larson takes over the 1-4 afternoon slot formerly held by Perry Marshall, who moves to the all-night show. Bruce Lee, who was all-night man, moves to the 8 to midnight slot. Out is Thom Sherwood. Other new men are Howard Miller (6-10 a.m.), Lee Rogers (11-10 a.m.) and Dick Williams (4-7).

"Here's Hider," new morning show debuting today (9) on WINS (New York) stars former WMEX (Boston) air personality Ed Hider. Hider replaces Dick Clayton.

Frank Smith has been named music director for WBBM-CBS, Chicago. Smith succeeds the late Caesar J. Petrillo, who died two weeks ago. Smith was appointed assistant music director under Petrillo, in 1947. During this time he continued as conductor of the WBBM Orchestra.

Joe Grady, long time Philadelphia radio personality, appointed operations manager of WPEA-AM-FM (Philadelphia). Anthony J. Corio, newly appointed director of community affairs at KQV AM-FM (Pittsburgh).

Norman Rodin, program director of WJZZ (Newark) named executive assistant to the presi-
(Continued on page 37)

Radio-101 PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

VOX JOX

By GIL FAGGEN



Asks N.Y. Stations to Credit Each Other

NEW YORK—Several radio stations here have gone on record in recent weeks with a policy of mutual support and reciprocity.

Mark Olds, general manager of WINS, in a letter to the general managers of the major New York stations, has asked that stations give on-the-air

HOOTS TAKING A GOOD GALK OF CLEVELAND

CLEVELAND—This city is rapidly becoming the land of folk singers and of the hootenanny, with sessions springing up in many Cleveland hotels and restaurants. The demand for 12-string guitars is strong.

Two radio stations—WXEN-FM and WZAK-FM—devote their entire time to broadcasting folk and bluegrass. In addition, folk music is heard on three Cleveland AM stations—WDOK, WERE and WJMO—on Saturdays. WDOK (1010) is the oldest station to become interested in such programs. Fourteen languages and nationalities are represented in the repertoire of WXEN, and WZAK, a new station, beams out with 13 national programs. Sundays find WDOK broadcasting eight nationalities music programs. WERE with five. All of Cleveland's stations give some time to the songs familiar to Cleveland's 21 nationalities.

From this rock-bed of good music has come folk singing in 36 night clubs, usually with one featured act reserved for the hootenanny. College students and high schools have a number of gathering places in Cleveland, and the nights at the Parma Cleveland Ted Brown, now gaining national fame, is a favorite at Holiday Inn on Brookline and Mary Ford Upsurges in accordian playing with a wave of massed accordian bands have given way, along with the trumpos and trombone to the 12-string guitar, the use of cheaper "cousins" of the guitar, the lute, zithers, mandolins and balalaikas.

credit to other stations for original reporting.

Olds pointed out that stations expect and receive proper attribution in print when New York newspapers and national wire services pick up news originally broken on radio and TV. "It is an ironic fact, however, that radio and TV stations seldom credit each other.... This slighting of broadcast news sources by other broadcast news sources will work against future growth, status and effectiveness of electronic news," he said.

A memo to all Cleveland stations from director of Roger Turner said: "If a story is used
(Continued on page 37)

PROGRAMMING NEWSLETTER

Contests Strong Audience Builders

By BILL GAVIN
(Contributing Editor)

"Are contests necessary?" Many harassed station managers are asking this question. One put it this way: "These contests and giveaways are bleeding me white. With the money they cost I could put in all new turntables and recorders. Sure another disk jockey, and raise everybody's pay 5 per cent."

Then why continue the contests? "I'm afraid not to. The opposition runs 'em, too. If I stop, he'll pull ahead in the ratings. Of course, maybe we could hold our own without contests used to. But now I don't dare risk being clobbered."

Perhaps this attitude is not typical, but it is expressed by a good many managers with whom I've talked. Listening to radio one's own station, one hears disk jockeys telling their listeners: "It pays to listen." The favorite contests, of course, are those that require extended listening, in order not to be hindered by a buzzer, treasure, or your name or phone numbers, or license number, or you name it.

Bribery, some have called. Unbelievers can be heard saying, "You can't buy an audience." Or: "As soon as the big prize is awarded, all those extra listeners tune in another station." Comparative few good music stations use contests as station promotion. Contests and games are most heavily exploited by top music and news stations. One program director of a good music station told me that contests would "cheapen our public image."

Audience Builder

The facts of experience are too obvious to be ignored. In practically every city on which I have any information, contests are being used as a successful device for building audience. Hardly a month goes by but what you hear of a station that has moved into rating leadership as a result of contest promotion. The top 40 operator who looks down his nose at the audience-building power of contests is still living in the dark ages of radio.

"Our whole concept," said a manager who was just embarking his station on a "well budgeted and well planned series of contests," is that the

new listeners who tune us in because of the contests will like what they hear; our music, our news and our disk jockeys. We've just revamped our music policy and brought in a couple of good new jocks. We're spending good money to persuade people to give our new sound a fair trial. We're gambling that a majority of them will stay with us when the contests are over." (As a matter of fact, he won his gamble, and his station has been a solid No. 1 in the market for past six months. Tomorrow, who knows?)

Disk jockeys sometimes complain of the amount of time they have to take away from their music in order to recite the contest rules and to promote it as required. Their contention is that cutting down on their music will lose as many listeners as they gain. And yet, some of the most successful contests, in terms of rating gains, have required the greatest amount of air time to handle. In all known cases, these long-winded contests have offered maximum prizes. We might assume that the more the reward, the greater the amount of air time that can profitably be devoted to it.

Small Cash Outlay

Smaller contests often can be conducted at a minimum cash outlay. "Trade-outs" provide free commercial schedules in exchange for cash prizes. Hi-fi sets, furniture, etc. Lesser prizes are frequently "paid" for simply by a favorable mention of the brand name or source of supply. Cash prizes are the other hand, come out of the bank account; they are the most expensive, and they are usually most potent.

It is not news that contests are attractive to listeners and to sponsors. They have been used for many years as circulation builders for newspapers and magazine, to say nothing of being used as an inducement for people to buy a product or to visit a merchant's place of business, in order to qualify for the big prizes.

In radio, however, there is a special attractiveness about taking part in a contest—a sort of contest excitement. It is different from making an entry and then waiting until the results are announced. Some executives feel that the very act of participating in an activity of the station's management is more personally friendly to it. It is claimed that one of the most powerful influences on building and holding an audience lies in participation in its activities.

And what is your station giving away this week?

Sterling Quintet, consisting of Mary Osborne, guitar; Andy Fliz, clarinet; rye Glenn, vibes; Buddy Jones, bass; and Tony Alsea, piano.

ON TOUR: Lovely Brunwick recording artist, Demetris Tapp, recently dropped in for a visit with WKWK deejay Bob Lampo to plug a contest: "Stick Paint a Smile on Me" in the Wheeling area.

Capitol's The Lettermen appeared recently at Siena College in Albany, N. Y. While in town the boys visited with Cliff Korradi of WOKC.

FOR THE BIRDS: WJZZ's (Newark, N. J.) early bird, Dick Partridge, gave away of his namesakes for Thanksgiving during a station contest.

CHRISTMAS IN THE AIR: Paul Coburn on his morning show on KWIC (Salt Lake City) is asking listeners to send in original hand drawn and made Christmas cards. Owners of the most original are receiving LP awards.

WHI! AM-FM (Long Island) has scheduled a series of 10 special programs for the Christmas and Chanukah seasons, according to Jerry Carr.
(Continued on page 37)

Loftus Heads Gamble Corp.

STOCKTON, Calif. — Ort J. Loftus has been named president of the Joseph E. Gamble Broadcasting Corporation of Stockton and two affiliated organizations in Sacramento and Lemoore, Calif., succeeding the late Joseph E. Gamble, who died of a heart attack here November 29.

Gamble was the principal owner of stations KJOY, Stockton; KJAY, Sacramento; KLAN, Hanford and Lemoore, all in California. Each of three separate corporations has selected Loftus as president.

Loftus has been general manager of Station KJOY since 1953. Prior to that time he managed the KCMJ sales department in Palm Springs, Calif. (KCMJ was at that time a Gamble property, but was sold in 1954.)

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READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source
from which to build weekly programming periods. All they need are
the disks from the station's record library.

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100,
are the most popular middle-road records of the week. Rank order here is based on relative
standing in the Hot 100.

This Week	From This Week's Hot 100	Weeks On Hot 100
Week	TITLE, ARTIST, LABEL	
1	1 DOMINIQUE, Sleeping Next, Philips 40152	6
2	11 ME LEAVING IT UP TO YOU, Gale & Grace, MCA-Melrose 921	1
3	3 YOU DON'T HAVE TO BE A BART TO QUIT, Carolan, Smash 1852	7
4	3 JIMMY I FELL FOR YOU, Larry March, Cadence 6439	8
5	7 THERE I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	3
6	12 POPPLES AND KIELES, Marmals, Chiffonettes 628	4
7	4 WASHINGTON SQUARE, Village Starmen, Epic 9417	13
8	10 TAKE BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	6
9	10 HAVE YOU HEARD, Dupree, Gold	6
10	9 LYING A LIE, Al Martino, Capitol 5060	7
11	11 WE AND LOVERS, Jack Jones, Kapp 551	7
12	14 MIDNIGHT MARY, Joy Power, Arty 892	6
13	15 KANSAS CITY, Tini Turner, Reprise 20236	5
14	6 TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Mantic 1034	9
15	16 MARIA ELENA, Los Indios del Rio, RCA Victor 8216	13
16	13 400 MILES AWAY FROM HOME, Bobby Darin, RCA Victor 8238	5
17	18 TURN AROUND, Dick & Dee Dee, Warner Bros. 5396	11
18	19 STEWALB, Peter, Paul & Mary, Warner Bros. 5399	3
19	17 THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	2
20	10 PRETTY PAPER, Ray Orolson, Monument 830	1

YESTERYEAR'S HITS

Change-of-gear programming from your library's shelves, featuring the disks
that were the hottest in the last five years ago and ten years ago this week.
Here's how they ranked in Billboard's chart of that time:

POP-5 Years Ago
December 15, 1958

- To Know Him Is to Love Him, Today Stars, Decca
- Problems, Everly Brothers, Cadence
- Tom Dooley, Elopation Trio, Capitol
- One Night, E. Prentiss, RCA Victor
- Deep Sleep, Playmates, Roulette
- Smoke Gets In Your Eyes, Playlatters, Mercury
- Lonesome Town, E. Malone, Imperial
- It's Only Me, Belmore, C. Twitty, MGM
- I Got Love, E. Prentiss, RCA Victor
- The Chimpkins, Seng, O. Saville, RCA Victor

POP-10 Years Ago
December 12, 1953

- Keeps In Riches, T. Bennett, Columbia
- Edo Trio, F. Chackfield, London
- That's Amore, D. Martin, Capitol
- Blackout, T. Brown, Coral
- Vaya Con Dios, L. Paul-M. Ford, Capitol
- E. Campani, J. La Rosa, Cadence
- You, You, You, Ames Brothers, RCA Victor
- Changing Partners, P. Pops, Mercury
- O. Mele Papa, E. Calvert, Essex
- Sanb Baby, E. Kili, RCA Victor

RHYTHM & BLUES-5 Years Ago

- Locally Toured, J. Wilson, Brunswick
- Lover's Question, C. McPhatter, Atlantic
- Hebby Del You, C. Clark, Atlantic
- Whole Lotta Loving, F. Domino, Imperial
- Try Me, J. Brown, Federal

Age-December 15, 1958

- Ones of the Hop, D. Doris, A&O
- It's All In the Game, T. Edwards, MGM
- It Don't Hurt No More, R. Brown, Seng
- Prizes Accept My Love, B. King, Decca
- Smoke Gets In Your Eyes, Playlatters, Mercury

LOUISVILLE ANNIVERSARIES

LOUISVILLE—WAVE radio and TV, simultaneously observed their 30th and 15th years on the air the week of November 26-30. Both stations aired salutes from broadcast and civic leaders, including NBC board chairman Robert Sarnoff and NAB president Leroy Collins. Both stations have been NBC affiliates since hitting the air.

THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS
7 Central Park West, N.Y.C.

Triangle Produces 30-Hour Marathon Christmas Show

PHILADELPHIA — Triangle Stations will air a specially produced Christmas marathon program to begin at 6 p.m. December 24 and run through midnight December 25.

Produced on tape by Jerry Donohue of Triangle's WFIL here, the program is called "The 30 Hours of Christmas" and is subdivided into six thematic segments:

"It's Beginning to Look a Lot Like Christmas" famous Christmas readings and drama (6-11 p.m.); "O Holy Night," religious music (11 p.m.-2 a.m.); "Here We Come A-Wassailing," carols (2 to 6 a.m.); "On Christmas Day in the Morning," stories and songs for children (6 a.m.-noon); "We Father Together," music and prose for

family (noon-6 p.m.) and "There's No Place Like Home for the Holidays," pop songs associated with the season (6 p.m.-midnight).

Triangle will make the program available for syndication next year.

JOAN BAEZ IN CONCERT PART 2 VANGUARD RECORDS

INDIANAPOLIS GETS A NEW 5,000-WATT

INDIANAPOLIS — There will be new voices on the airwaves in Indianapolis after the first of the year.

WNKY, a newly licensed 5,000 watt station is scheduled to begin broadcasting January 1. Tom Howard is general manager.

WFMB, the Time-Life station, will begin active affiliation with the CBS radio network Sunday, January 5.

Jos. E. Gamble Heart Victim

STOCKTON, Calif. — Joseph E. Gamble, 46, owner of Stockton radio station KJOY and two other Northern California stations, died November 29 in the El Dorado Street office of the local station, the victim of a heart attack.

Gamble and his family moved from Stockton to Sacramento earlier this year after he opened a new station, KJAX, in the capital city. He was also the principal owner of station KLAN in Lemoore, Calif.

Gamble entered the broadcasting industry in 1950 with the purchase of station KCMJ in Palm Springs, Calif. He has since owned stations in the markets KJAX in Santa Rosa, Calif., and KWIP, Merced, Calif.

Surviving are his widow, Virginia; a daughter, Virginia Lee; a son, Joe; four brothers and six sisters.

HITSVILLE STRIKES AGAIN!
TWO BIG SPOTLIGHT ALBUMS
THE MIRACLES DOIN'
MICKEY'S MONKEY
TAMLA 245

CHRISTMAS WITH THE
MIRACLES
TAMLA 236
TAMLA/MOTOWN RECORD CORP.
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"YOU'RE NO GOOD" Betty Everett

VI 5566
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Chicago 5, Ill.



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And Spreading!

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NOB 104

Distributors: A Few Areas Open. Write—Wire—Phone

NOB RECORDS, INC.
6727 First Ave. South, St. Petersburg, Fla.
(Phone: 347-4651)

VOX JOX

• Continued from page 35

president in charge of programs. "Christmas in New York"—a 90-minute special will be aired 4:30 to 6 p.m. Sunday, December 15, featuring live music with WCBS Johnny Andrews, Stuart Foster and Lynn Roberts. Ted Steele is host.

A half-hour series of programs entitled "Christmas Fantasy" is being aired on WGN radio (Chicago) November 29 through Christmas Eve. The series features choral and orchestral Christmas music performed by some of the world's finest groups.

WJZ-TV's (Baltimore) well-known tramp, Lorenzo, has been

awarded to a lucky kid at the second annual "Toys for Tots Bowl," which pitted the WJZ-TV "Big Ones" against the "Funtime Funks" of WFBR radio. Lorenzo will help the lucky youngster trim his Christmas tree.

The senior citizens of Hartford will be guests of WHN-TV at a Christmas Party at the Loew's Theater. Channel 30 personalities will be on hand to extend a holiday welcome and distribute gifts at the sneak preview December 12. Colonel CROWN will be the host at a similar party for the youngsters scheduled for December 26.

KDKA's Reg Cordic recently threw a highly successful movie premiere to raise funds for Pittsburgh's Children's Hospital.

Videoaped and ready for Christmas viewing at KRON-TV (San Francisco), is "Santa Rides Again," a winning entry in the station's recent TV script writing contest, conducted by Channel 4 among the Bay Area's little theater groups.

NEWSMAKERS: Jim Rupert, formerly with WTHS-TV, joins WMO (Miami) news staff.

KGBS (Los Angeles) newsmen, Anne Liser, recipient of Golden Mike Award for best over-all news analysis from Southern California Broadcasters' Association.

Newsmen Peter Wells, former WICC (Fairfield, Conn.) assistant news director; Reginald W. Laite, WIS (New York) editor, and Robin Turkel, former New York newspaperman, join WCB radio news staff.

SEGUE

• Continued from page 35

dent. Roslin will supervise and coordinate all station advertising, contests, promotions, public relations and publicity.

Gerald M. Goldberg, public relations director at WINS (New York) appointed to the new post of director of public relations and special projects for the Group W station.

Zeke Jackson is host of a five-hour show, Saturday nights, on Pittsburgh's WZUM.

Credit Each Other

• Continued from page 35

on any newscast which was originally developed by a radio or TV station, don't hesitate to credit with call letters the station responsible.

WMCA has on several occasions received editorial support from WINS' on its editorial stunts although the stations are fiercely competitive.

Furthering the broadcasting industry's togetherness image in Gotham was the backing of WBAI-FM by WQXR, the New York Times station.

WBAI has been under investigation by the FCC recently over an issue that could take the Pacifica-owned station off the air. The Commission has requested that the foundation's directors fill out questionnaires about possible Communist affiliations.

Competitor WQXR editorialized criticizing the FCC's investigation of the Pacifica Foundation, which often presents discussion programs at the extremes of the political spectrum.

RADIO REVIEW

Ella Goes on With a Live One

New Yorkers were given a Thanksgiving holiday musical treat with the airing of a 30-minute live Ella Fitzgerald spectacular by WNEW, radio, 11:30 to noon.

Produced by Dave Pound, Ella sang five tunes backed by

an 18-man orchestra. The whole thing was kept breezy and informal by host William B. Williams who chatted with the vocalist between numbers.

WNEW is among the handful of stations across the nation that takes the time, effort and financial kick to present live music and artists interestingly. The only dampener in the show was Williams' over-laudatory approach to Miss Fitzgerald. That is a common problem for all who so much respect her.

GIL FAGGEN

Triangle Shows

• Continued from page 35

radio and television packages available through the Triangle Program Sales office headquartered in New York at 320 Park Avenue.

Fred Robbins' interview program, "Assignment Hollywood," currently aired on WNEW, New York, Each Sunday from 8 to 10 p.m., will be syndicated in a five-minute format. The show's guest such luminaries as Elizabeth Taylor, Sophia Loren, Richard Burton, etc., recorded on location, in Hollywood, New York, Europe, on stage at theaters and nurseries.

Overseas Broadcast Services, Ltd., is handling the syndication.

The Pamela Mason show, a West Coast television discussion program, has been acquired for national distribution by Walter Reade-Sterling, Inc. Now in its second year on Los Angeles stations, the show is a daily hour-long program in which Miss Mason interviews celebrities, discusses matters of interest, or talks with people with interesting personal stories or achievements.

Walter Reade-Sterling with offices at 241 East 54th Street, New York, will syndicate the program on a five-day-per-week basis.

HOT JINGLE BELLS IT'S CHRISTMAS



B/W
"It's Gitting Mighty Close to Christmas"
by
Christopher Bell

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ASK WHAT YOU CAN DO FOR YOUR COUNTRY."

JFK

MAY 29, 1977
NOV. 22, 1963

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CHARLOTTE . . .	MANGOLD
MILWAUKEE . . .	JOHN O'BRIEN
CINCINNATI . . .	A & I
CLEVELAND . . .	GREAT LAKES
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(212) RA 1-3333

3-M Enters Tape Music Hall Duplicating Set-Up Makes Debut As Showcase

ST. PAUL.—The 3-M Company (Minnesota Mining and Manufacturing Company) has entered the business of duplicating and distributing cartridge tapes on its line of cassette duplicating tape recorders under special licensing agreement with record manufacturers.

Initial licensing arrangements under the new set-up were concluded last week with ABC-Paramount and that firm's company label, Westminster. The 3-M firm is also negotiating similar contracts with other firms and expects to conclude several other deals prior to the end of the year. Earlier, a single album deal was concluded with Warner Bros. Records for Bing Crosby's "I Wish You a Merry Christmas," cartridges of which are now available in stores.

Thus, 3-M's takes its place with other tape licensing, duplicating and distributing firms such as Ampex' United Stereo Tapes, Thompson Ramo Woolcott and Co. and Camel and Peter Fabri's Musitapes in the pre-recorded tape business. The sole difference is that 3-M's will produce and distribute tapes only in the narrow-width, slow-speed cartridge form designed for its own line of cartridge recorders.

The 3-M firm already has agreements with Musitapes for some of the lines it represents and with Columbia Records. In these cases, however, 3-M's does only the duplicating with other firms handling their own distribution.

The 3-M Revere-Wollensak tape recorder sales organization will handle sales for the pre-recorded cartridges, through nearly 600 outlets now handling the cartridge recorders.

The firm is entering this phase of the business, according to D. H. Boyd, marketing manager of Revere-Wollensak. Boyd says that because "many record companies can't afford to pioneer in cartridge distribution. Cartridge tapes go to many outlets which aren't traditional record stores—such as camera shops."

Expected early in January are the first 30 tapes with additional product to be offered regularly thereafter.

NEW YORK.—Radio City Music Hall's world's largest theater, makes its bow as an industrial showcase next year when it will be the site of Philco's annual new products presentation. The firm's 1965 electronics line will be presented in May to 5,000 dealers and distributing personnel.

A feature of the presentation will be the incorporation of the Music Hall's familiar Rockettes, ballet company and symphony orchestra. The private showing.

(Continued on page 39)

MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT MERCHANDISING

Coast Chain Starts Selling Components

HOLLYWOOD.—The Music City chain of four retail outlets in the Los Angeles area has begun to sell audio components in addition to disks, musical instruments and package hard goods.

"We've kind of grown into the component field," Clyde Wallich, Music City's president told Billboard. "Our first component department was opened at our Lakewood store, our downtown Los Angeles department is also in operation. Our Hollywood store's department has just been completed and an audio department was built into our just-opened Torrance store."

While offering such quality names as Fisher and Pilot, Wallich explained that he was aiming at what he called "a package unit, take home audience." He says his salesmen put a system together for a customer but they do not offer any installation service.

"The component houses offer much more elaborate services," Wallich admitted, but emphasized that he was not interested in competing with these specialized stores.

Wallich classified all components as "technical sales," meaning his normal audio technicians were filling the roles of salesmen. Wallich noted that the stores, however, "the music biz was an area he'd been delinquent in. He said his stores were carrying equipment running in the price range, including a \$1,500 Fisher rig."

"We put the equipment together and the customer plays it in at home," Wallich stated. "It's good. It's getting into the technical end of the business." He admitted that the public's reaction has been slow in coming, but he said that in the department, but felt that as Music City became known as a component equipment center, business would perk up.

EQUIPMENT NEWSLETTER

Another Viewpoint on Dating

By DAVID KENEDY
Contributing Editor
(Editorial Director, Television Digest)

A MANUFACTURER'S VIEW: In my column of November 23, I presented some arguments in favor of the concept of dating home electronic product by model year. This week, I received a very persuasive rebuttal from the articulate Albert Leon, advertising, sales and promotion and public relations director of Sonolonic Radio & Electronic Corporation.

As an extremely knowledgeable executive of one of the largest phonograph manufacturers, Al's opinion carries a great deal of weight. His letter to this column is reprinted in full:

DEAR DAVID:

I know I can be numbered among most loyal readers, in both Billboard and in Television Digest. I know, also, that regarding your Billboard Digest, which is usually one of opinion and not of straight news reporting. I ordinarily agree with your position. Since I have, at times, taken the time to express this agreement to you, I feel a certain license in now expressing my disagreement. It is with regard to your article entitled "How About a Date?" asking "So," appearing in the November 23 edition to which I take exception. Let me first establish that I am not too far removed from Sonolonic's reasons for wanting manufacturers to date their merchandise than you indicate you are. My argument, then is addressed to you and not to Polk, who I recognize to be one of the most successful merchandisers of our times, and whose judgment, I am sure, is ordinarily quite sound.

I think, first of all, we have to question the parallel that you drew between the consumer electronics industry and the automobile industry. We are similar only in that we manufacture hard goods for ultimate consumer use. Beyond that, the parallel ceases. I will also point out to you that the automobile industry is unique in the manner in which it dates merchandise. The annual retail car model change is a situation that, at least so I have been told by people in the automobile fraternity, literally a situation from which they cannot extricate themselves, no matter how much they may balk at it. They are on the wrong side of the tiger's tail, and the model ceremony is one to which they must, by tradition, conform.

I also point out to you that automobiles are not a few consumer items (if, indeed, there are any others) that have any substantial amount of trade-in value, on an established open market. But let's forget the automobile industry. Let's talk about the consumer electronics industry.

All of us in it can be proud of the fact that it is, without doubt, THE industry which has developed, and continues to develop, improvements in the field of a product line maintained by any other industry group. These improvements do not take the form of inconsequential face-liftings—they are in the nature of real "blood and guts" technological breakthroughs. By breaking new developments, and by their incorporation in new products, our industry does not need the superficial device of dating. Merchandise is dated by its incorporation (or lack of it) of these improvements. And by virtue of the fact that,

even though the companies in our industry operate within the scope of what we call "private industry," a good many of its products come under regulation and examination by such agencies as the Federal Communications Commission, public awareness of these new developments is generated.

MANUFACTURERS, therefore, for their very survival, must continue to update their product, with or without date identification on these products. A product that is not current in its technological structure will fail to sell even if it has a new model year date on it—a product that is current in its technological structure will sell even if it has last year's model date on it. The consumer, obviously, is interested in only one thing—that the product he purchases measures up to his needs and that it incorporates, to his requirements, the newest in technology. Model year identification in no way guarantees that this will be so.

Let us consider an inevitable, and unfortunate, side effect of model year dating. As you know, all manufacturers make production commitments in accordance with their best sales forecasts and in accordance with the cyclical factors prevailing in our industry. It is a project no less than Hercules, to hope to make production and sales balance out as new line introductions are due. A product, frequently, does not need changing or, for that matter, even face-lifting. There is no reason, if technology and styling meet current needs, why a manufacturer just to meet the forced requirements of new model year designation, should therefore be compelled to make changes in such products. His own market awareness will dictate his need, or lack of it.

TO PUT MANUFACTURERS in the position of forced dating really means that the corollary, forced obsolescence, must occur. And forced obsolescence does neither the manufacturer, the distributor, the dealer, and most of all, the consumer any good. It simply means that unnecessary developmental and distribution costs must be added into the price paid by the ultimate consumer for a presumed new product—which really is new, but only in the sense that it is new on the other hand, if new products are introduced only when technology and styling warrant it, then the burden of developmental and distribution costs would be lessened—the manufacturer, the distributor, the dealer, and most of all, the consumer, would be benefited.

It is my sincere belief that the amount of product available at so very few dollars, is the case with consumer electronic products, and the potentially long life, in consumer use, of these products, put our industry in a position of which we can be proud.

Our products are initially relatively inexpensive to buy. Our products give long service. Our products, during their period of use, both educate and amuse. They continue to incorporate real improvements by the very existence of competition.

So, too, is there improvement in products in all other areas; major appliance, housewares, etc. The marketplace still serves to separate the men from the boys. They serve to separate the men from the boys (the combined product of all of whom are the envy of the world), an arbitrary and unnecessary device such as model year dating.

That's what Albert Leon wrote.

U.S. Sales Up by Edge, Horne Says

LOS ANGELES.—Consumer electronics sales enjoyed a 4 per cent growth during the current year, according to preliminary statistics now available. In a speech prepared for delivery here at the annual mid-year meeting of the Electronic Industries Association, EIA president Charles F. Horne asserted that the consumer electronics field grew this year despite an apparent leveling off in 1962 in the despite the inroads of foreign competition.

Figures now available indicate that consumer electronics sales hit \$2.5 billion, to account for better than a 16 per cent share of the total electronics take. Horne mentioned color TV, small screen black and white

(Continued on page 39)

MUSIC TAPES OUT WITH 43

CHICAGO.—Music Tapes has brought out its first single new release of four-track, pre-recorded tape to date—43 separate selections. At the same time, the firm is introducing a special Christmas offer of one free Christmas tape for every 10 catalog or new release tape ordered.

The two Christmas tapes, neither of which can be bought, feature organists George Wright and Richard Proulx. The new release, taken from the Hi Fi Everest and Concerts catalogues are all listed at \$7.95, with small acceptance plan, which carries a \$9.95 tag.

KIDS FIND OUT

What to Do With Oldies

SOUTH BEND, Ind.—When

youngsters get fed tired of their old records, they don't throw them away. They take them, paint them, crimp the edges and in a host of other ways turn them into attractive center pieces and wall plaques.

The project was dreamed up by Bob Haddad of the O'Brien Paint Corporation, whose product naturally is used in the artsy-craftsy carryings-on. It was kicked off with a group of 9-13 year-olds at the Christian Reformed Church here and caught on immediately.

O'Brien now thinks he has something: a record decorating contest to be sponsored by record stores, as a means of promoting interest in promoting interest and getting rid of a lot of old music besides.

Music Hall Debut

• Continued from page 38

according to Philco merchandising manager, Dan R. Cavalier, will be made Saturday morning May 23, prior to the theater's regular daily program.

The production will be staged in conjunction with Philco's World's Fair dealer meeting, the firm's first national dealer conference since its takeover by the Ford Motor Company. Philco exhibits, incidentally, will be an integral part of Ford's Fair exhibit.

Harry Owens' Lillian Since "SWEET LEGANT" HAWAIIAN PARADISE

New releases:
ALFRED APAKA Capital
BANJO BARONS Columbia
AL CAIOLA Victor
WBLEY EDWARDS Capital
GEORGE WRIGHT Dot

And a ROYAL Salute to
BILLY LAUGHN
and his

Dot Record Award Album
BLUE HAWAII
featuring three great
Harry Owens melodies

HAWAIIAN PARADISE
SWEET LILIAN COCONUT GROVE

ROYAL MUSIC PUBLISHER
1230 SUNSET BOULEVARD
PACIFIC PALISADES, CALIFORNIA

Three Little Words That
Say B-I-C H-I!

BON-DOO-WAH C-287 THE ORLONS

THE SIX ORLONS ARE
ON CAMEO/PERWAY

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales of each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$401 and \$500

This Issue	1/14/63	6/15/63	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	47.4
2	4	6	Fisher	14.3
3	4	3	RCA Victor	8.8
4	—	—	Motorola	8.8
5	2	7	Zenith	6.4
6	6	—	Pilot	6.0
—	—	—	Others	10.3

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. These brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parentheses.

9/14/63 issue: Curtis Mathes (3); Packard Bell (6); Telefunken (6).

6/15/63 issue: Curtis Mathes (2); Clairtone (4); Electrohome (5).

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and Christmas currently offering records at special terms. Shows where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

MERCURY-WING—Expires December 15, 1963. Started October 15, 1963. Sales Power Program. One free with four purchased on classical only. Pao not included.

CAPITOL—Expires December 24, 1963. Started October 1, 1963. Christmas program. A 12 1/2 per cent discount off invoice on all Christmas new releases and catalog items.

LIBERTY—Expires December 25, 1963. Started September 23, 1963. Christmas program. A 10 per cent cash discount off face of invoice on new albums and catalog items, A 100 per cent guarantee. Credit returns between January 1 and February 1. Payments due until early January 10 and February 10.

VEE JAY—Expires December 25, 1963. Started November 1, 1963. Christmas special promotion on 4 Seasons "Season's Greetings" album. Buy five, get one free.

PRESTIGE—Expires December 31, 1963. Started October 1, 1963. On Prestige (1000 series), Prestige-Folklore, Lively Arts and Tri-Sound labels. A 10 per cent discount.

MOODSVILLE—Expires December 31, 1963. Started October 1, 1963. A 25 per cent plus 10 per cent on Moodsville, Swingville, New Jazz, Blueville, Near East, Irish and Prestige International labels.

RCA CAMDEN—Expires December 31, 1963. Started October 15, 1963. A 12 per cent discount on new and catalog Christmas records and new releases. A 100 per cent guarantee.

20th CENTURY FOX—Expires December 31, 1963. Started October 15, 1963. "Holiday on Wax" sales program. A 10 per cent discount on eight new and catalog Christmas albums.

REGENCY—Expires January 31, 1964. Started December 1, 1963. Buy 10, get one free on entire catalog and new releases.

REPRISE—Expiration indefinite. Started September 1, 1963. A 12 1/2 per cent discount on new releases.

DOOTO—Expiration indefinite. Started May 1, 1963. On all Doote album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963. Buy 10, get one free on entire catalog and new releases.

COMMAND—Expiration indefinite. Started June 24, 1963. One-free-for-six-purchased deal on seven new releases and entire catalog.

TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963. Buy six, get one free, on all new releases and entire catalog of all three labels.

WORD—Expiration indefinite. Started September 21, 1963. Exchange offer of 20 albums until selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

ROULETTE—Expiration indefinite. Started October 15, 1963. A 15 per cent discount in free merchandise on 11 new albums.

U. S. Sales Up

• Continued from page 38

TV, FM stereo and developing demand for AM FM auto radio as factors in the growth pattern. The phonograph business, Horne said, remains good with

a rise noted this year in both units and value, to reach "5-600,000 instruments with a factory value of \$460,000,000." Looking ahead, Horne forecast a dip in black and white TV dollars and units next year as imports increasingly permeate the domestic market.

NEW DEALER PRODUCTS

Tandem Clock



Motorola's Tandem AM clock portable radio is now being made available in a special gift pack, suitable for all-season merchandising, beginning with Christmas. Pack includes a case for the radio, battery and microphone. Accessories and Tandem radio are inserted in hinged, facing compartments which fold into a neat box. Colors of the gift pack are olive and turquoise. Radio model is available in medium blue or beige at a suggested list of \$44.95.

Metronome First

The first transistorized metronome has been introduced by the Seth Thomas Division of the General Time Corporation, the nation's first and only manufacturer of key-wound metronomes. The battery-powered device employs an adjustable speed selector and offers a precise metronomic click. The unit has a sealed movement, eliminating service problems and includes a brushed gold dial. Available in mahogany or walnut cases, the unit retails at \$24.95.

Send for Price List

"45" RPM SPINDLE ADAPTORS

Admiral • RSR-Monarch • Collaro • Crescent • Garrard • Glasnost • PK Ret • Telefunken • V-M • Weber

Genuine original manufacturers' equipment in all standard and shorty models.

Write or call today for complete catalog and price schedule.

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THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS
7 Central Park West, N.Y.C.

RELIABILITY—QUALITY RECORD PRESSING

Originators of the Patented
cine driver thickfilm
type record

RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

Performance and Profits

... in background music are yours with reliable VIKING tape cartridges.



Lightweight, drawn aluminum cases give VIKING tape cartridges exceptional rigidity that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity, VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Cartridges with Clear Plastic Cover	M4	M6	MBA
Single coated tape standard loop	to 375'	to 850'	to 1700'
Double coated tape meridian loop	to 275'	to 600'	to 1200'

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING

VIKING OF MINNEAPOLIS, INC.
2800 North Avenue Blvd., Minneapolis, Minnesota 55412
Your assurance of Quality in Tape Community



Alive today

Mrs. Ellen Gruber of Milwaukee is one of 1,200,000 Americans cured of cancer because they went to their doctors in time. Many cancers are curable if detected early and treated promptly.

That's why an annual health checkup is your best cancer insurance.

AMERICAN CANCER SOCIETY

This space contributed by the publisher

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The ONLY Version Since 1948
"YOU'RE ALL I
WANT FOR
CHRISTMAS"

words and music by
Sager Ellis & Glen Moore

recorded by
SING CROSBY (vocals) single;
FRANKIE LAINE (Columbia)
LP; MUD WINTERLAIN (Columbia)
LP; EDDIE FISHER (Columbia)
single; JOHNNY OSEBOM
(Mercury) single; FRANKIE LAINE
(Mercury) single; THE OCEAN
ORCHESTRA (Victor) LP; and
many others.

published by
PORGIE MUSIC CORP.

(SAC)
1619 BROADWAY, N.Y. 19
(CI 8-3646)

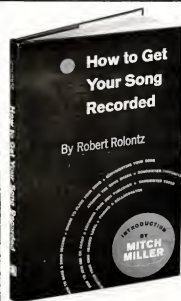
THE LEADER IN THE
OLDIES FIELD



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7 Central Park West, N.Y.C.

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We do the rest!
COMPLETE SERVICE—ALL SPEEDS,
PROCESSING, PRESSINGS, LABELS,
MASTERS

SONCRAFT
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Contents include:
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Rights Societies • Starting Your Own Record Label • On Being a Songwriter
Plus • List of Active Record Companies • Leading U. S. Music Publishing
Firms • Wholesale Record Distributors in the U. S. • Recording Studios

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"HOW TO GET YOUR SONG RECORDED"
A book that should be an every music shelf

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MUSIC
FIELD

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Please send me _____ copy/ies of HOW TO GET YOUR SONG
RECORDED. Enclosed is my remittance for \$ _____
Name _____ (please print)
Street Address _____
City _____ State _____
(Please add 4% sales tax on N.Y.C. shipments)

The Pack & Wrap Make Boston Rack Healthy, Wealthy & Wise

• Continued from page 3

Jersey and Pennsylvania; Pomero's, Pennsylvania; Richards, Miami; Hecht, Baltimore; Barker's, New Orleans and Texas, and Turnstile, King's and Stop and Shop, New England.

All this takes an organization and Steen has that, too, with 47 outside employees and 80 in the warehouse at suburban Woburn. An idea of just how big the operation is can be had by a look at a few figures. Right, now, the plant is processing 1,000 copies daily of "Domino," by the Singing Nun. Every five minutes, 17 hours a day, six days a week, an order is processed, for a total of 2,040 separate orders a week.

This is just in records. The firm is also expanding in pre-recorded stereo tapes, needles and to a growing, but still minor degree, in musical instruments, particularly guitars. Now the Recordwagon staff is taking a long look at music instruction books as the next possible commodity to be offered.

Steen believes that close to half of all records sold this year will have been moved through self-service. The package and the Cryovac film wrap, therefore, become of maximum importance in catching the impulse buyer. At the Recordwagon plant, any disk received in any other type of wrap is stripped down to the cover and given the Cryovac Y film treatment. This is done through a set-up consisting of a conveyor which feeds records through a ma-

chine at the rate of 30 a minute—1,800 per hour for film wrap processing.

The operator feeds the records to the conveyor which carries them through the packaging chamber. Within the chamber the top and bottom webs of film feed from twin rolls, cover the record and are automatically cut and sealed. The now packaged disks then enter a shrink tunnel where the film is shrunk tightly to the jacket. The oper-

ator's assistant in the two-man team fills cartons with the wrapped disks.

Steen, who is also president of the National Association of Record Merchandisers, feels that "It's simply a matter of time before all records will be packaged by the film cover technique. Record companies themselves will have to go into it if self-service continues to grow and we feel self-service will account for half of all sales this year."



ONE OF RECORDWAGON's modern, full-line locations, at the J. M. Fields store, Hazlet, N. J. All disks shown in racks have clear, high-shen, overwrap which, besides protecting records from theft or damage, increases impulse buying, according to Cecil Steen, Recordwagon president.



AT THE RECORDWAGON warehouse, only one operator is required to load disk packages into the Cryovac SA-1 machine, which then automatically overwraps, trims, seals and shrinks the film skin-tight at a rate of 1,800 units per hour.

RECORDS MAKE WONDERFUL GIFTS

Dearest! Sell this Gift Idea to all your customers for increased sales during the holiday sales season...
...feature it in your store!
...have your clerks talk it up...
...mention it in your local newspaper and radio advertising...
...show it in your mail order places.
You will build customer interest in giving records as gifts all through the year.

*Write for free "Records Make Wonderful Gifts" deals in Billboard Dealer Service, 165 W. 46th St., New York, N.Y.—No Cost or Obligation!

A SURE HIT!!
DON ROMANO
sings
"CHRISTMAS
RINGS A BELL"

Merry-GO-Round Records
1650 Broadway, N.Y.C.

TO ALL RECORDING COMPANIES

The National Academy of Recording Arts and Sciences



invites you to participate in submitting listings of your product for the 1963 "Grammy" Awards Eligibility List. This covers recordings released during the Awards period December 1, 1962, to November 30, 1963. Deadline for entries: December 14, 1963.

For further details and your Listing Form, please fill in the following and mail it without delay to NARAS, 1741 Ivar Avenue, Suite 220, Hollywood, Calif., 90028.

Name of Record Company

By

Address

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, cash machines and many other related products throughout the entire world.

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for ad agency

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Creative ability in A & R
sound and visual direction
desirable. Write

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165 W. 46th St.
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wanted to recruit all major outlets. If
you're one, write us a letter about your
self. Paid on percentage basis. Write
Mr. A. Jones, Box 5488, Washington, DC
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SALESMAN WANTED

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Experienced. Top salary, to
call on bars and restaur-
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and cigarette machines in
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counties in New Jersey.

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New York, N. Y.

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The Hottest Specialty Album
in the Business.
Salary and Commission.
Rewards can be fantastic.
Must have solid contacts
with distributors and
dealers nationwide.

Call LE 2-3703
Area Code 212

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SITUATIONS
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MUSIC, RECORD, COIN, PROMOTION,
ENTERTAINMENT

to make the right, best paying op-
portunity. THIS IS THE PERFECT
MEDIA FOR SELLING YOURSELF
TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2"
ad in one issue... maximum 15
words, plus name and address.

MAIL COPY AND PAYMENT TO:
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York, N. Y. 10036.

JOB IN RECORD SHOP, COMPANY,
specializing in equity music.
Dellinger, Box 28, Millan, Ohio.

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ARE NOW AVAILABLE
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National Distributors for
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NEW 45's, 80 HUNDRED, NEW DUPLI-
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turns, overruns, cut-outs, etc. Barry
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N. Y. Pioneer Chevrolet 677A, 48-484

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pressing, low cost. Special bonus with
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RECORD PROMOTION

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RECORDS

Planet Quality—Low Prices—
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Best Modern Tunes and Disco.
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Large Sound Studios—Top Techni-
cians—Music or Organ & Vocal—
Send \$12.00, two boxes \$22.00 (40
or 200) for 45's, 80's, 100's, 100's, 100's.
Call for prices and brochure.
\$2.00 each per song.

DEMONSTRATION RECORD
COMPANY

(Over 100 Years)
Box 3404, St. C. Louisville, Nebraska

USED COIN MACHINE EQUIP-
MENT, PARTS AND SUPPLIES

MISCELLANEOUS

MOSS PACK #11

TONY BENNETT
TED HEATH & HIS MUSIC
PETER, PAUL & MARY
JOHN GARY
THE HIGHWAYMEN

Look for the
MONEY-MAKING
Announcement in this issue, page #43

For Your
Copy of
INTERNATIONAL
COIN MACHINE
DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214

Price: \$100 per copy

BUSINESS OPPORTUNITIES

Billboard's
"INTERNATIONAL MUSIC-RECORD
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packed with
Pages & Pages of
Names and Addresses
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- Record Mfrs.
- Music Publishers
- Record Distributors
- Disc Stores
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Each listing arranged alpha-
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Only Few Copies Left... \$1.00
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LEARN AUCTIONEERING: NO
money, private career. Two-week term
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vertising and sales skill. International
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Midwest Auction School, 2330-50
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THE COMPANY THAT REALLY GOES
after more business can get more busi-
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country. Guaranteed employment. Ad-
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traveling diploma. Free catalog. Write:
Handy order form printed below for
your convenience. 48-484

when answering ads . . .

Say You Saw It in Billboard

MISCELLANEOUS

Attention,
Radio Stations:
Important Message.

If you need help in securing exactly
the right records and albums for
your music programming—YOU
CAN GET IT FROM RSI.

Over 1800 satisfied station man-
agers and the list grows with every mail.
If you have any special record
problems, call or write to find out
how RSI can help you. No obli-
gation, of course.

RSI

Record Source International
145 W. 46th St.
New York, N. Y., 10036 PL 7-2800

FOR SALE: HANDSOME, RESTORED
antique Intercontinental Series 4-Cylinder
Motorcar with Green, Beige with Blue
interior. W. H. Latta, Box 144, St.
833-5082.

NATIONALLY KNOWN RECORD COM-
pany interested in purchasing records
from "Names, Sound Names, General."
For immediate release. Write
Box 2, c/a Billboard, 165 W. 46th St.,
New York, N. Y.

"HOW TO GET YOUR
SONG RECORDED"

Whether you're a "pro" or a be-
ginner, this book is most reading.
Contains information on:

- Your Song and What to Do With It.
- How to Make a Demo Record.
- Selecting Your Song and Yourself.
- The Songwriter and Performing Rights
Societies
- Starting Your Own Record Label.

Play List of Active Record Companies,
Leading U. S. Music Publishing Firms,
Recording Studios and Wholesale Record
Distributors of the U. S.

Written by Bob Rolenz, former
music editor of Billboard and as-
sociative with record companies.

Single copy \$2.00. Cash with order.
Send check or money order to
Vestmark Publications, Inc.,
Dept. 1128, 1128 Patterson St., Cin-
cinnati, Ohio 45214. Write for adver-
tising rates and more information.
Copies will be sent upon receipt.
Residents add 4% sales tax.

30,000 PROFESSIONAL COMEDY LINES!
Mastering professional comedy and
entertainment. Robert Givens, 2832 De-
catur, Cincinnati, N. Y. 45244

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700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized,
moderate rents.

Rentling office on premises.

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Prime Midtown Location
8700 square feet
will divide

Centrally air-conditioned
Acoustical ceiling in tiers
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Accessible to all modes of
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Unusually Low Rental

Contact:

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WANTED

Old and out-of-print publications,
catalogs, books and manufacturers'
circulars dealing with all types of
Music Books, Mechanical Devices
for reproducing music, Player
Pianos and Rolls, Orchestras,
Musical Clocks, Barrel Organs, Colo-
nized Musical Machines, etc.
Special interest in pre-World War I
material. Will pay top price for
acceptable specimens.

E. W. POTTER

711 Second Ave., New York, N. Y.

when answering ads . . .

Say You Saw It
in Billboard

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$8	\$15	\$25	\$9
Establishers & Employment Advertisers	\$8	\$9	\$15	\$5

• Minimum size sold is 1/2", approximately 35 words 1"
70 words. All rates are for EACH advertisement, EACH
line. Advertisements 2" or larger set in boxed style.

• If box number is used, allow 10 words for number and
address. Box number service charge, 50¢ per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____

☐ Set regular classified style. ☐ Set boxed classified style.
☐ Amount enclosed.

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State _____

Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

165 W. 46th St. 1520 N. Gower St. 188 W. Randolph St.
New York, N. Y. 10036 Hollywood, Calif. 90028 Chicago, Ill. 60601

BILLBOARD RESIGNS MOA POST

ACCA Undecided On Selling Out

NEW YORK—Patrick L. O'Malley, president of the Automatic Canteen Company of America, said the company was undecided as to taking the manufacturing end of the business (Canteen makes the Rowe AMI line of automatic phonographs and the Rowe vending line) and concentrate on operating. Speaking before the New York Society of Security Analysts here Monday (2), O'Malley disclosed that he was approached by "three of the country's foremost manufacturers who asked if we would sell." He said that two of them are not now in vending and the third is in vending "only in a very minor way."

While O'Malley did not identify any of the firms it's been a poorly kept industry secret that Westinghouse was investigating seriously the possibility of going into a full-line vending manufacturing operation.

Westinghouse, which makes a bottle vending machine, had hired Charles Brinkmann to head its automatic merchandising division. Brinkmann is a former Rowe and Canteen official.

O'Malley had this to say about the possible spin-off of Canteen's manufacturing facilities:

Must Meet Price

"In view of the turnout in manufacturing and vending (future we visualize in the newly introduced equipment, we have

(Continued on page 49)

Automatic Gross Hits \$250 Million

CHICAGO—Automatic Canteen Company of America reported consolidated gross sales and other income of \$250 million for the fiscal year ended September 30, 1963, a 10 per cent gain over the comparable period in 1962.

Patrick O'Malley, president,

(Continued on page 50)

What Are Qualifications Of MOA Chief Executive?

CHICAGO — What are the qualifications needed to be managing director of Music Operators of America? Of course, there is no rule, but for those interested, here is the background that Bob Blundered used to successfully pull the association up by its bootstraps when he took over some 18 months ago.

The former managing director is 42, married, and has a background of some 15 years in organization management. From 1953 to 1962, he was managing director of the Screen Process Printing Association, and pre-

vios to that served as director of the Washington office of the American Bakers' Association and the American Municipal Association. He has also been a consultant for the International Franchise Association and an assistant secretary of the Hammond (Ind.) Chamber of Commerce.

Blundered was graduated cum laude from Syracuse University in 1943 and was awarded his master of science degree the following year. He did additional graduate work in political and social science at the University

Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAT DISCS
RECENT STEREO RELEASES • BULK VENDING

Blundered Cites Progress Made in Administration

Following is the full text of Robert Henry Blundered's letter of resignation addressed to Lou Casola, president of Music Operators of America:

Dear Lou:
"Please accept this letter as my resignation from the Music Operators of America. I would like this action to be effective soon after the first of year to assume new responsibilities."

The basic and original purpose of my MOA employment has been accomplished. This purpose was to recommend and install ways and means of rebuilding the association. They have been applied with the following results:

- "1. An increase in the number of firms exhibiting at the 1963 MOA convention.
- "2. An increase in the membership of the association.
- "3. Establishing a closer working relationship with record manufacturers.

"In addition to these three major accomplishments, I have spent considerable time in traveling on legislative matters, visiting members in their own back yards, helping to organize and strengthen State and local organizations, and developing new MOA programs and services for the good of the industry.

"These suggested programs and services include a survey of contracts and court decisions affecting the relationship between operators and locations, a contest to find potential talent record companies could audition, a program to interest commercial banks in the business and credit potential of our industry, and a service permitting record companies to utilize a select list of MOA operator members in conducting market research.

"All these duties have greatly increased the amount of time away from my family. The resulting momentum of the expanded scope and activity of the association will require MOA staff personnel to be on the road even more in the future. For this reason, the interests of the association and my family can best be served by a replacement more able and willing to travel."

"With this letter my best wishes for the continued success and progress of MOA and the industry."

"Sincerely,
"Robert H. Blundered"

of Illinois and George Washington University and was a faculty member at Syracuse, Illinois and Rutgers.

Blundered is also a graduate of the American Society of Association Executive's Institute

for Association Executives and is now studying for a graduate degree. He is the author of books on municipal civil defense programs and the relationship between municipal and federal governments.

Takes Similar Position With Outdoor Group



ROBERT HENRY BLUNDERED

CHICAGO — Robert Henry Blundered, managing director of Music Operators of America and a chief architect in the association's most successful recent convention in years, resigned last week after a tenure of some 18 months.

Blundered leaves to assume the post of executive secretary of the International Association of Amusement Parks, a top-level position in the outdoor amusement industry. Lou Casola, MOA president, said there would be no immediate successor.

Casola said he was "shocked and deeply disappointed." He noted that Blundered had done "a tremendous job—he'll be very hard to replace." Casola said he was even setting up a weekend meeting with Blundered in an effort to persuade him to stay.

Exec Committee to Decide
If Blundered does leave, however—and at this point it is virtually certain his resignation will stick—his successor will be decided upon by the MOA executive committee. This group is

(Continued on page 50)

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 $\frac{1}{3}$ SINGLES AS ANNOUNCED ON OPPOSITE PAGE

Now...

a regular operator service for 33 $\frac{1}{3}$ stereo singles . . . especially produced from Best Selling LP's.

TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—\$3.50)

To: RSI, MOSS Division
165 W. 46th St.
New York, N. Y., 10036

Please send _____ MOSS
pre-packs (5 singles each)
at \$3.50 per pack.

My check in the amount of \$ _____
is enclosed. (PAYMENT MUST
ACCOMPANY ORDER)

Company Name _____

Address _____

City _____

Zone _____

State _____

Signature _____

Title _____

*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

MOSS RELEASE #11

ARTIST LABEL ALBUM TITLE

(1) One Way Off My Hands

Tony Bennett

Columbia

This Is All I Ask

(2) Young and Faithful

Ted Heath & His Music

London

Satin Strings and Bouncing Brass

(1) Sentimental Journey

Peter, Paul & Mary

Warner Bros.

In the Wind

(2) Tumblin' Tumblers

John Gary

RCA Victor

Catch a Rising Star

(1) Freight Train

The Highwaymen

United Artists

Hootenanny With the Highwaymen

(2) Gah Your Lovelorn Ways

(1) Once Upon a Time

(2) Bbb Tide

(1) Roll On, Columbia, Roll On

(2) The Tale of Michael Flynn

JUKE BOX DISTRIBUTORS

... ONE-STOP

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 165 W. 46th St., New York, N. Y., 10036.

* Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

* Each MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

* Distribution will be handled through Record Source International (RSI)—a division of Billboard.

* Every two weeks a new MOSS Pre-Pack of 5 stereo 33 $\frac{1}{3}$ singles will be announced in these pages.

NEW

Rowe AMI Top Talent Tune display spectacularly presents your new money-making stereo service, prompts customer play with colorful album covers in miniature. Album covers and special title strips come complete with each MOSS 5-Pack you receive.

MOSS PACK #11 10 SELECTIONS

Cot Her Off My Hands
THIS IS ALL I ASK • COLUMBIA •
TONY BENNETT
Young & Foolish

Sentimental Journey
SATHI, STRINGS & HONOLULU
BRASS • LOWE
THE HEATH & HIS MUSIC
Tumbling Tumbleweeds

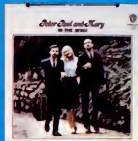
Freight Train
IN THE WIND • WARNER BROS. •
PETER, PAUL & MARY
Quit Your Lonesome Ways

Once Upon a Time
CATCH A RISING STAR • RCA •
JOHN GARY
Ebb Tide

Roll On, Columbia, Roll On
HOOTENANNY WITH THE
HIGHWAYMEN • UNITED ARTISTS •
THE HIGHWAYMEN
The Tale of Michael Flynn



Best of Stereo



Selected Album Hits

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Coast Collections Drop During Mourning Time

By SAM ABBOTT

LOS ANGELES—Coin machine distributors and operators paid homage to the late President John F. Kennedy, joining with other firms and businesses in this area that observed Monday (25) as a day of mourning.

Although some distributors were open for business, they did so because plans could not be completed for closing, owing to the suddenness of the death. Some operators, however, brought in staffs, in some instances only skeleton crews, and offered time off to attend memorial services held throughout the Southwest.

Collections were affected by the fact that a large number of places, particularly bars and taverns, were closed. The Alcoholic Beverage Control had requested bars to observe the day of mourning. Some operators after the funeral services in Washington, with the opening set at 6 p.m., Pacific Coast Time, by others.

Wurlitzer Closes

The offices of the Wurlitzer branch and Paul A. Laymon, Inc., were closed. Clayton Ballard, manager of the first-named firm, said that he took it upon himself to close on the basis of respect for the late President. Charles Daniel of the Laymon firm said that the decision to remain closed on Monday was made on Sunday.

R. F. Jones Company was unable to reach its entire staff to notify them of plans to close. Simon Distributing Company was open but urged its staff

members to attend memorial services.

In the operating field, Walt Hemple of First National Music in Los Angeles said there was no business. He explained the bars in the area were closed and those that were open did little or no business.

"This was so new to me, I did not know what to do," Hemple explained. "We just said that those who wanted to work could do so. It was like a Sunday around the place, but I am glad to see that we have a country like this that still shows respect for its leaders."

Glenn Wolcott of LaCrescenta said that collections from music were down but games revenues held well. "The mood was low," Wolcott said. "Of course, we never saw anything like this before—and I hope we never see it again. He said that he had a few telephone calls and found that only a few beer taverns were open and that a bowling alley had closed. The banks had been closed since Friday evening. "It was pretty quiet," Koski declared. "Some closed all day and some opened only on Tuesday evening. But for the men of the music machine industry the tragic event felt heavy and the mood was somber as his route over the long weekend."

This was the story from Boston down through Cape Cod. None of the operators ventured out and all of the help stayed off

Merle Holmes of Valley Vendors in Glendale said that he found "a lot of the bars closed." When asked how his collections for the weekend had stacked up, he said, "There just wasn't anyone around."

Minn. Juke Boxes Stilled As Twin Citizens Mourn

By ROY WIRTZLEID

MINNEAPOLIS—Juke boxes stood still in near deserted or empty taverns for the week after the death of the President. On Monday, the day of the funeral, bars in the Twin Cities remained closed by voluntary action until late in the afternoon.

Operators have not yet had an opportunity to check actual collections during this period, but all agreed that in view of the tragedy, their machines received little play. They agreed, too, it would have been unseemingly for matters to be otherwise.

Tavern keepers checked noting that from the first shocking

news on Friday, their clientele declined rapidly. Patrons who came were most interested in watching the television reports and there was "absolutely no music," several owners commented.

Memorial church services, which were announced immediately, drew heavy attendance in both cities, and these continued over the weekend until the heavy rains of Monday.

Bars are closed in Minnesota on Sundays, by statute. By Monday evening, business began to slow return, but it was midweek before the pace of living, including bar attendance and machine playing, began making a comeback.

Hub Juke Box Takes Drop During Days of Mourning

By CAMERON DEWAR

BOSTON—In this home of the President, the industry generally returned to its homes last weekend, but mourning did not run deep enough to close some of the locations. Movie theaters closed Friday through Monday and reopened Monday night. Legitimate houses were dark until Tuesday evening. But for the men of the music machine industry the tragic event felt heavy and the mood was somber as his route over the long weekend.

This was the story from Boston down through Cape Cod. None of the operators ventured out and all of the help stayed off

the job through Monday night. The general opinion of operators was that there would be a matter of \$20 to \$30 less in the week's gross, and while the weekend was the time of greatest business, most agreed that it was a small sacrifice indeed considering the sorrowful occasion.

Pull Plugs

The Massachusetts Liquor Dealers Association had asked all barrooms and liquor dealers to close down the week of mourning, but the few bars which remained open had pulled the plugs from the juke box wall boxes. Where music was heard in restaurants it was

(Continued on page 50)

German Phono Exports Recover From '62 Slump; See New Gain

COLOGNE—West Germany's phonograph exports have recovered from the sharp falloff in 1962 and this year will post sales not far below the 1961 figure of 10,115,000 Deutschmarks (about \$2,525,000).

The year 1963 has been a period of consolation for the German coin machine industry and preparation for the big trade drives ahead. All factors considered, the trade is reasonably well satisfied with 1963.

Not only did phonograph exports recover, but game exports posted further gains to continue the year-by-year rise in German game sales abroad.

1964 Bright

The 1963 pattern points to continued gains in 1964. The forecast is for further recovery of phonograph exports, probable record exports of games, and increased sales in the U. S. market. On the home front, the trade expects the German market to mark time while the fate of the European Common Market is finally resolved, as it must be next year.

The year 1963 registered only modest gains on the domestic operating front. There are no concrete figures available, but it is estimated that the total number of machines (phonographs) in operation increased by about 1,500, from 55,000 to around 56,500. Equally important, modernization and upgrading of equipment continued at the 1962 pace, if not faster.

For 1963, phonograph exports are expected to rise from 5,449,000 Deutschmarks for 1962 to around 8 million Deutschmarks. Phonograph exports for

the nine months of 1963 ending September 30 totalled 5,872,000 Deutschmarks. These figures compare with total 1961 phonograph exports of 10,115,000 Deutschmarks.

Steady Gains

By contrast with the cyclical path of phonograph exports, games have posted small, steady gains year after year. Totals are still modest, but the trend is upward. In 1961 total game exports (including pay outs (Spielautomaten) with the Germans lump statistically with amusement games (Unterhaltungsspielzeug)) amounted to 4,277,000 Deutschmarks. In 1962 to 4,728,000 Deutschmarks, and in the nine months of 1963, 3,786,000. For the full year, game exports are expected to top 5 million Deutschmarks for the first time ever.

This year has marked the first decade of West Germany's coin machine industry, and Germany's achievements in this brief period are amazing when it is taken into consideration that in 1953, when the German nation prior to 1953 had never produced phonographs or U. S.-style coin games.

Any single information can take credit for the German trade's birth, it is probably the U. S. Army, which introduced the Germans to the juke box through the snack bars and service clubs it established for the occupation troops.

S. servicemen brought German guests to these establishments, and the German guests were immediately fascinated by the phonographs sited there. This

began in 1946, almost immediately after the end of 1953 the public demand in Germany for phonographs was so great that U. S. equipment began to enter the German market and German businessmen organized

(Continued on page 50)

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All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1465 W. 46th Street, New York, N. Y. 10036.

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From RCA Victor Album "Catch a Rising Star"

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RSI • THE HIGHWAYMEN • STEREO

THE TALE OF MICHAEL FLYNN

From United Artists Album "Hootenanny With the Highwaymen"

All records listed above are 33 stereo singles taken from best selling stereo albums on Billboard charts. They are distributed on line packs, complete with title strips and liner-album miniature reproductions, through RCA, Bove AMI and Weststar distributors and through other outlets. Selections are made by Record Source International, a division of The Billboard Publishing Company.

EUROPEAN NEWS BRIEFS

Elect Van der Wege

ANTWERP—Alex Van der Wege, one of Belgium's leading coin machine experts, has accepted leadership of a new trade organization christened the Syndicat Belge de l'Automatique (S.B.A.).

Van der Wege's organization will work closely with the trade group U.P.I.A. in Belgium's southern provinces. Van der Wege has expressed confidence that the S.B.A. soon will become one of the leading trade organizations of its type on the Continent.

The S.B.A. is divided into sections embracing separate fields of the coin machine trade, providing blanket representation for the entire trade.

Van der Wege was for many years the president of the

U.B.A., another Belgian trade organization.

Uniform Status

FRANKFURT—A leading German coin machine distributor has translated the German love for wearing uniforms into increased profits and shop morale by putting the firm's employees into distinctive uniforms.

Globus Automaten has designed special coveralls and smocks emblazoned with a globe and the firm's emblem. Employees love the uniforms, which they claim give them special status on the German labor market.

And patrons "like the idea of doing business with a firm with a clear and present image," according to Globus executives. (Continued on page 50)

Background Music Listeners In for Steady Yuletide Diet

By SOLOMON R. KUNIS

NEW YORK—It's beginning to sound a lot like Christmas, and the background music business is contributing its share of the Yuletide din. Starting this week, listeners can count on a steadily increasing diet of Christmas carols interspersed with their regular background music. The strains of Noel Joyeux will reach their peak on December 25, and then mercifully disappear for another 11 months.

Programming this seasonal feast of Christmas tunes is a fairly complicated task. Each of the major background music companies has its own method of programming for the holiday season, which is determined largely by the way in which musical selections are prepared and distributed.

The Seeburg Corporation, for example, has a special Christmas library service which is made available to its distributors about the middle of November. This library, like Seeburg's regular background music program, consists of 25 records operating at 16 2/3 r.p.m., with 40 selections on each record.

The first 12 disks in the Christmas library include one Yuletide melody in every 10 selections. Records 13 through 24 play a Christmas tune every fifth selection. The last disk in the set provides Christmas music one hour and a half of straight seasonal serenades.

The detailed programming is left to the taste and discretion of the subscriber. Normally, he will play the first 12 records for a week or so after Thanksgiving. By the middle of December, he

may switch over to the next 12 records, with their higher concentration of Yuletide songs. Finally, just before Christmas—if his nerves can stand it—he can elect to play only Disk 25 and ply his customers with a continuous helping of "White Christmas" and "Silent Night."

National Sound Systems, which distributes background music programs to its subscribers on magnetic tape cartridges, also prepares a Christmas tape library. Unlike the Seeburg programs, however, National's Christmas tunes are not interspersed with its regular background music.

The seasonal melodies are all recorded on separate tape cartridges which come in two sizes, providing either two or four hours playing time. Three types of Christmas cartridges are substituted. One consists of religious music only, while a second provides secular Yuletide tunes. The third type contains a mixture of secular and religious songs.

A more intricate means of programming Christmas music is employed by Muzak, which transmits its regular background music from tapes over leased telephone lines or by FM multiplex broadcasts. The programs are normally reproduced on Muzak's standard playback units at the central transmission studio where each franchiser. However, each studio is also equipped with a supplementary playback unit for reproducing Yuletide music or other special programs.

Muzak's Christmas music for this season was recorded last July, and the tapes were distributed to its franchisers by the

middle of November. The Christmas tapes, which carry about four hours of appropriate seasonal music, are not played continuously but are interspersed with the regular Muzak programs.

The intermingling of general background music with happy holiday tunes is accomplished automatically by means of a control tone, which is inserted immediately before the last section in each 15-minute segment of the regular program.

This control tone mutes the final selection and permits the standard playback unit to run silently to the end of the quarter-hour period.

At the same time, the signal starts the supplementary tape unit and allows it to play one Yuletide number. After approximately two and a half minutes, a control tone on the Christmas tape switches the system back to the main playback unit in time to resume the next 15-minute cycle.

The control tones are actuated by four program selector switches on the control panel of the main playback unit. Each switch controls one of the four 15-minute segments of an hour's programming. The switches may be set by the franchiser for any or all of the quarter hours, depending on his needs.

Most franchisers begin the holiday season on the Monday after Thanksgiving with only one seasonal segment of an hour's programming. The switches may be turned on each succeeding week, so that each of the four Yuletide selections are played every hour in the last week before Christmas.

U.S. Coin Exports Hoding Up

NEW YORK—United States exports of automatic phonographs and coin games for July, while considerably short of June's \$3,118,542, are still considerably ahead of the 1962 figure for the same month.

During July, some 5,544 units valued at \$2,556,840 were shipped out of the country, with juke boxes accounting for \$1,077,047 of the total; used juke boxes accounting for \$276,394, and amusement machines accounting for \$1,203,399.

For the first time, Switzerland was the major purchaser of U. S. equipment, topping the traditional leaders, Belgium and West Germany.

The Swiss bought 215 new juke boxes, valued at \$173,356. The previous month, Switzerland bought 96 new juke boxes valued at \$80,049.

Swiss purchases of used phonographs amounted to 140 units valued at \$109,900. In terms of dollars, the Swiss led in this department.

Just why Swiss purchases topped those of West Germany and Belgium in July is a mystery. Few juke boxes or games are transhipped from Switzerland, and the Swiss population is far below that of the major Western European countries. The ratio of juke boxes to population in Switzerland is the highest in Europe, but that still doesn't explain July's amazing performance.

West German purchases slumped from \$461,300 to \$382,377 in July, while Belgian purchases dropped from \$649,236 to \$380,917.

Other countries accepting U. S. coin machines and amusements are Canada, Japan and Venezuela, all of the top 15 buyers in July were Western European nations.

Coin Machine Exports

July 1963

Country	New Phonographs	Used Phonographs	Amusement Games	Total	No.	Value
Switzerland	215	\$173,356	140	\$109,900	253	\$123,119
West Germany	331	215,392	28	8,215	280	159,770
Belgium	322	217,862	185	45,958	194	63,096
United Kingdom	82	53,270	62	15,868	715	215,775
Canada	264	153,190	213	79,273	233	79,273
Japan	80	\$6,981	116	36,145	215	100,152
France	—	—	6	2,970	273	118,050
Italy	54	42,428	5	4,200	368	64,154
Finland	54	40,176	—	—	63	23,546
Norway	—	—	—	—	72	35,366
Greece	—	—	42	9,790	153	33,525
Denmark	—	—	—	—	103	37,025
Venezuela	14	11,662	—	—	85	34,678
Netherlands	5	3,827	—	—	42	14,435
Sweden	68	56,902	180	43,348	44	15,714
Other Countries	5	—	—	—	198	66,841
Totals	1,489	\$1,077,047	764	\$276,394	3,291	\$1,203,399
						\$5,544 \$256,840

Coin Machine Participation in Chicago Park Show on the Wane

CHICAGO—The large, annual Outdoor show here last week was the most successful ever, but from the coin machine standpoint it was only a shadow of its former self.

Nearly 200 exhibitors showed every conceivable type of outdoor equipment to amusement park owners and operators from around the world. The giant three-story show at Chicago's Sherman House was a miniature amusement park in itself.

Attendance was at all-time high, and about all that was lacking for real, authentic River-view or Disneyland flavor was a few thousand moppets with balloons and sticky candy climbing over the rides.

Coin Exhibits Off

As it is, the show was filled with buyers and amusement industry traders, and for the newly named International Association of Amusement Parks (formerly National Association of Amusement Parks, Pools & Beaches) it was a banner convention to celebrate a new name.

For the coin machine industry, however, the show wasn't what it used to be. Once a gathering place for the coin-operated indoor amusement industry, the conclave for the past few years has been restricted more and more to those in the outdoor amusement area.

Among the most newsworthy items was the ironical signing by the IAAP of Bob Blumfeld, managing director of Music Operators of America (see separate story). Blumfeld will serve in a

similar capacity with the park association.

Some dozen coin machine firms exhibited, but with the exception of Exhibit Supply, which showed some card vendors and a laminating machine, the equipment was primarily in the outdoor field.

Mike Munves showed its full line of miscellaneous amusement machines. Philadelphia Toboggan its skee ball game, J. F. Frantz its line of penny and nickel games, Taylor Engineering its Fast Draw, Standard Harvard its Metal Type, International Microscope its photo machine and ride, and Western Trails its moving rides.

A more detailed description of each exhibit follows:

Miscellaneous Pieces

Mike Munves: Time Trials auto-racing game manufactured by Southland Engineering, selling at \$745; Kissing Cupid "question" game selling at \$195; Tumbling Tower which sells at \$395; shoeshine machine with automatic polish applicator,

\$349.50, and Dessert Hunter gun, with moving target and timed shots at \$495.

Philadelphia Toboggan Company: Traditional Skee Ball game.

J. F. Frantz: Line of penny and nickel "kicker-catcher" games; nickel models list at \$82.50, penny at \$77; nickel mechanical gun listing at \$225.

Taylor Engineering: Heavy Top Gun fast-draw game, listing at \$1,250.

Standard Harvard Metal Type: Line of identification tab punchers listing at \$440. International Microscope Corporation: Pony Card rocking arcade piece, priced special at \$249 during the show, \$595 regular; Plastic card laminator, priced \$97.13; and Photo machine, \$2,450.

Western Trails: Line of five coin-operated traveling kiddie rides. All the games buck, offer music and go around a tiny, circular track. Included are: Horse, \$1,375; Space Ship, \$995; Frog,

Coin Machine Old-Timers Chew Fat at Park Show

CHICAGO—The annual Outdoor show may not be the drawing card it was for coin machine operators and distributors some dozen years ago, but it still gets a few of the regulars in town to talk business.

Last week the crew gathered

Tuesday and Wednesday in the suite of Bill Kane, distributor of a new Will-Flip television remote control unit.

John Billotta, of Syracuse, served refreshments, while Sam Kolber and Joe Kline, of First Coin Machine Distributors, talked business with Gil Kirt of Empire Coin Machine Exchange.

Before you knew it, they were joined by Joe Simon, Chicago, and Jack Simon, Los Angeles. In another part of the room sat Larry Galante, Long Island; Frank Swah, New York; Joe Ash, Philadelphia, and Bud Lorie, Santa Monica, Calif.

Also coming in and out were Fred Berger, Pittsburgh; Jack Garliner, Rochester; Jack Goldstein, Cleveland, and Jack Bes, Roanoke, Va. Greeting them all was Nick Biro of Billboard. And of course there were the wives. It was all a pleasant gathering and served to kick off the holidays in style.

Franchise Plan To Be Offered By Mike Munves

CHICAGO—A national operator franchising system for shuffleboard games around the country is being put together by the Mike Munves Corporation.

Although still in the planning stage, Munves plans to set up complete shuffleboard amusement halls in key cities. The shuffleboards will be supplied American Shuffleboard Company.

Rough plans for the franchising set-up were unveiled by Joe Munves at last week's giant outdoor show at Chicago's Sherman House. Munves hopes to attract coin machine operators into the business.

The shuffleboard halls will be housed in modern buildings, built specifically for the purpose. Munves even spoke of fast prefabricated construction. He said it was an ideal diversification step for coin machine operators. Price for the package has not been announced.

\$1,050; Dino, \$1,325; and Gemini Flying Saucer, \$995.

Exhibit Supply: New X500 2-cent card vendor, counter type, push-pull, holding 1,000 cards. Price is \$49.50 and 1,500 cards are offered free. Fifty five different series of cards are offered; Scenic card vendor, vending in any price combination, vacuum divider, priced \$99.50; Plastic card laminator, \$149.50; and Model 412 2-cent vacuum-card vendor, selling at \$73.50 with 3,000 free cards.

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Bob Blundered Quits MOA Post; Joins Park Org as Exec. Sec'y

Continued from page 42

headed by J. Harry Snodgrass, chairman, and 11 officers of the association.

Blundered cited excessive travel and increased time taken from his family as the reason for his resignation. "For this reason, the interests of the association and my family can best be served by resigning, more able to be willing to travel," he said in his letter of resignation.

In the past 18 months, the MOA managing director has been on the road frequently, attending State and local association meetings to spread the MOA gospel.

Schedule Meet
Casola noted that MOA has a board meeting scheduled for January 17 and that the association would likely postpone action until that time. He also suggested the possibility of moving the date of the board meeting to the first week in January.

Casola said he had absolutely no idea who the successor could be. He noted that when Blundered was named, MOA felt it wanted a person from outside the industry, one who had no ingrained enemies or problems to overcome. He said he didn't know if the executive board would still feel this way, but he assumed so.

Blundered set no departure date, but he told Casola that he would "not leave MOA in a hurry." Blundered's assistant, Bonnie York, said the would stay on as long as the association wanted her to.

Exit 60-Day Delay
Blundered's successor may not be named for another 60 days. With the holidays around the corner, a meeting before the first of the year is unlikely.

When the association's previous managing director resigned about two years ago, MOA waited several months before it made a selection. Presumably, the same careful screening process would have to be conducted.

At that time, in addition to all the preliminary screening, the executive board met twice, for several days each time—before it settled on Blundered. Casola said he would like to hold the executive committee and board of directors until after the same time. He noted it would be unfair to ask the members to make separate trips for both.

Blundered has been handling all the administrative functions of running the association, but MOA emphasizes on convention

German Exports

Continued from page 44

phonograph operating enterprises on the domestic market.

With the market obviously there, German manufacturers organized phonograph production in Germany, and electronics and miniaturization at once paid off.

Phonographs proliferated amazingly on the domestic market, by 1959—in the space of only six years—n u m b e r i n g around 1,000,000. Since then, the German trade has been expanding its gains, and the German market for the time being has become primarily a replacement market.

Exports have been going through a similar consolidation period, from the mid-1950s to the early 1960s. German phonograph exports amounting to 13,306,000 Deutschemarks in 1959 (which compares with 9,389,000 Deutschemarks in 1958).

planning and membership expansion. Legislative problems have been handled by George Miller, legislative counsel and founder and past-president of the association.

Casola termed Blundered's departure a "great loss to the industry." He said he had worked closely with "Bob," and that his departure "is a great shock to me."

He particularly singled out Blundered's "coming in new to the industry only some 18 months ago, and putting together one of the most successful conventions this association has ever had," Casola said he thought Blundered had a great future with MOA.

Blundered—together with Casola and Snodgrass—was credited with eliminating much of the antipathy that MOA has been faced with over the past few years. Prior to the last convention, three of the nation's four juke box manufacturers (Victor, Rock-Ola, Seeburg and Sanyo) boycotted two previous conventions in protest over MOA leadership.

The last convention was the first in four years where all four of the nation's phonograph manufacturers were represented. Distributor and operator attendance was likewise at a high, and MOA was generally deemed to be the strongest it's been in recent years, if not all time.

Following Blundered's membership activities, the association announced a membership figure of close to 1,000, the highest ever publicly declared by MOA. (Prior to last year, MOA had a policy of not giving out such information.)

Although not publicly announced, the MOA managing director post is thought to be worth in the neighborhood of \$15,000 plus expenses.

The executive committee which will decide Blundered's suc-

Hubb Juke Box Takes Drop During Days of Mourning

Continued from page 44

cessor is made up of members from around the country. Besides Chairman Snodgrass and Casola, members include the following MOA officers: John Wallace, secretary, Oak Hill, W. Va.; James Toliano, treasurer, St. Petersburg, Fla.; and the following vice-presidents—Al Denver, New York; Howard Ellis, Omaha; Frank Fabiano, Buchanan, Mich.; Les Montone, Scott, Ill.; Norman Gefke, Sioux Falls, S. D.; James Hutzler, Martinsburg, W. Va.; Clint Pierce, Broad, Wis.; and Lou Plack, Manhattan, Kan.

"This was a time for mourning," he said, "and business can wait. Gropeman wasn't sure what the loss would be, but he was of the opinion that it was little enough consideration for the enormous loss to the nation and the world."

A few black characters roamed the quiet streets in search of entertainment, some patronizing the bars as though nothing had happened. But, for the most part, the beloved son of Boston could have been proud of the men of the music machine industry here, who, to a man, did all in their power to bring a sense of reverence to this saddened city.

All of Baker's men stayed home when he was the option, but that it would have been too bad about any location that wanted service during the terrible tragedy.

Ralph Lacey of Larel Music Company, Roxbury, and Dave Gropeman of General Automatic Vending Company, Belmont, expressed almost identical views. Lacey was on his way to New York and immediately gave instructions to halt all operations.

EUROPEAN NEWS BRIEFS

Continued from page 45

The Globus big orange globe emblem is famous throughout Germany.

Surveys show that status-inspiring uniforms are often desired in labor workers in today's labor-short German economy.

French Threat

NICE—Coin machine operators in the south of France are battling a proposed hike in the price of coin-operated amusements. Operators warn that a price increase could

severely damage the trade and even put some operators out of business.

Operator concern is not with the price of such but with the fact that under France's never-hear system of music copyright payments the amount of the royalty is calculated on the per-machine basis according to the size of the city, the number of seats in the café—the average price of the amusements. If the price of amusements goes up, the royalty fee goes up in sympathy.

Eltec Sales Drive

WEST BERLIN—The West Berlin phonograph manufacturer Eltec is planning a big sales drive in Britain for its new 1964 models.

The new Eltec models will be exhibited at trade fairs in Britain, including that at Blackpool and from trailer showrooms. Gainsmore Company of Reading is spearheading the Eltec sales drive in the United Kingdom.

New models are the Eltec 100-selection console and the Eltec M100, a smaller version of the console. Eltec has developed a flourishing export program based on the machine's economy of operation and simplicity of servicing.

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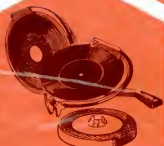
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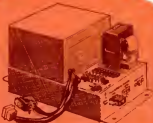
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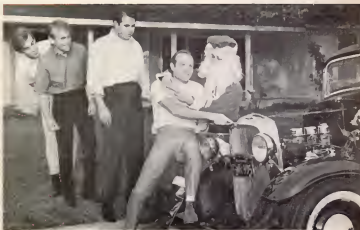
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Hard Photo Gallery OF NEWSMAKERS



AT COUNTRY MUSIC JAMBOREE IN BALTIMORE. During the annual affair, which broke all records this year, guests backstage at Station WBMD included (left to right) Carl Branner, station's general manager; Tex Ritter, president of the CMA; Helpful Harriet, of WBMD, and Chuck Bernard, president of the Country Music Network.



PROMISES, PROMISES. The Beach Boys await their turn to make their pitch to Brian (Santo) Wilson, group's leader. Seems Mike Love is interested in Santo's hot-rodded sleigh. Latest single by group, an Capitol, is, coincidentally, "Little Saint Nick," which was composed and arranged by Brian.



IN THE CATSKILLS. At the Concord, Neil Sedaka and his manager, Ben Satter (left), confer with the entertainment director, Phil Greenwald, following successful date there. The RCA Victor artist was just awarded five-year contract for holiday appearances at resort.



MUSIC MEN AND A NEW MUSEUM. Representing the music industry on the Hollywood Museum committee are Al Banerist (right), president of Liberty Records, who was elected chairman, and Mike Mailand, president of Warner Bros., who serves as co-chairman. Committee plans to raise \$250,000 for museum.



PROGRESS REPORT. Dave Dudley (left) checks progress of his latest Mercury single, "Last Day in the Mines." With artist is Cracker Jim Breaker of WMIE, Miami.



HICKORY-PYE PAIR. Concluding negotiations for the Hickory label to be released in Great Britain through Pye Records are (left to right) Pye's head, Mr. Drummond; Wesley Rees, president of Hickory; Louis Benjamin, managing director of Pye, and Teddy Holmes of Chappell Music.



COMPOSER IN MADRID: Dimitri Tiomkin discusses plans to Billboard correspondent Raul Matus. Tiomkin will tour Spain soon with Barbra Streisand and variety show. Scene is a dinner at the Samuel Bronston studios in Madrid.



COAST BASH FOR COSBY: Warner Bros.' recording comic Bill Cosby (left) was given party on occasion of opening at the hungry i. Here he shakes hand with Dave Webber of KSFQ, San Francisco. In the center is Joe Smith, national promotional director for Warner Bros.

UNITED ARTISTS

GARNET MIMMS AND THE ENCHANTERS

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JAY AND THE AMERICANS

"COME DANCE WITH ME"

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